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WEATHER: Damp and showery at first

(1R 45p) 40p

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City+NEW SECTION
WITH 55 PAGES
OF OFFICE, LEGAL
AND BANKING
APPOINTMENTS

IN THE TABLOID

DIANA'S DRESSES:
WHY QUEENS ARE
QUEUING TO BUY

IN THE TABLOID

BRIDGET JONES:
MY PROBLEM
WITH GERMANY

Vivid presence: Argentina's Marcelo Charpentier sports a rather unusual hair colour as he goes down in his first-round match against France's Cedric Pioline at Wimbledon yesterday, on a day when two Britons, Greg Rusedski and Tim Wilkinson put out seeded players - Mark Philippoussis and Jonas Bjorkman

Photograph: Neil Munns

Every other Briton will be hit by cancer

Jeremy Laurance
Health Editor

Cancer is rising rapidly and will affect one in two Britons in the next generation, researchers predicted yesterday.

By 2018, the number of people affected will have risen 70 per cent to more than one million. The sharp increase is only partly accounted for by the ageing of the population and will confirm what some doctors have long said: that the war against the disease is being lost.

In spite of the expenditure of hundreds of millions of pounds on research into combating cancer, the number of people affected has risen steadily for the last 25 years. If it goes on rising at the same rate, by 2018 one in two of the population will succumb to the disease at some point in their lives compared with one in three today.

A study by Cambridge University scientists, commissioned by the charity Macmillan Cancer Relief, says that in 20 years' time the annual toll of new cancer cases will have grown by 56 per cent and the total number of people living with cancer by 68 per cent. The figures exclude skin cancer, other than melanoma which are considered curable and at present account for 30,000 cases a year.

The population living with the disease in Britain will have risen from under 800,000 today to 1.3 million by 2018, imposing a huge extra burden on the NHS. Treatment for cancer is mostly long-term, involving expensive drugs, surgery and radiotherapy. A sim-



Killer cells: The number of Britons with cancer will have risen from under 800,000 today to 1.3 million by 2018

ilar increase is expected in Europe and other western countries.

The Macmillan study is in line with figures published by the Office of National Statistics last year which showed a 30 per cent increase in new cases of cancer in women and a 21 per cent increase in men between 1979 and 1991. The increase is attributed to improved treatments, which mean people live longer with cancer, and rises in certain types of cancer, as well as the ageing population. The effect of ageing accounted for a third of the rise in women and half of the rise in men, according to the statistics office.

One research charity hit back yesterday, claiming the Macmillan predictions were based on a worst-case scenario. The Cancer Research Campaign said: "We would consider it a failure if it were to come to pass." Professor Gordon McVie, the CRC director, said the report took no account of successes expected over the next two decades in reducing smoking, changing diets and developing new pre-

ventive measures based on vaccines and gene therapy.

Diane Stockton, a researcher at the East Anglia Cancer Registry and one of the authors of the study admitted it took no account of changes in behaviour that might occur in the next 20 years but said these could take decades before they reduced the numbers with cancer. "Hopefully things will not look quite as bleak in 20 years time," she said.

The Macmillan study, based on figures from the East Anglia and North West regions, forecasts that prostate cancer, which rises steeply with advancing age, will triple by 2018 with more than one in four men affected during their lifetime compared with less than one in ten in 1990.

Breast cancer is set to rise from 9 per cent of women affected in 1990 to 13.7 per cent. The rise is believed to be linked partly to the trend to later childbearing. Lung cancer is set to drop sharply in men from 13 per cent to 8.4 per cent, but to double in women from 4.4 per cent to 9 per cent, reflecting the later stage at which women took up smoking. Stomach cancer is expected to continue its decline in both sexes but bowel cancer will remain unchanged.

Professor Karl Sikora, clinical director of the Imperial Cancer Research Fund, said the forecasts were too gloomy. "They do not allow for advances based on genetic risk profiling which will mean we can identify those most at risk and target screening and prevention at them. That will be our most powerful weapon."

Unionists query new peace plan

David McKittrick
and Colin Brown

The new Blair-Dublin initiative on decommissioning paramilitary arms in Northern Ireland drew an uncertain response from the Ulster Unionist party yesterday, raising doubts about its prospect of success.

Mr Trimble himself, in a BBC radio interview at 5pm, had taken up what some observers saw as a significantly tougher position. He said: "Our view is that there has to be substantial decommissioning of weapons immediately after entry into talks, that is before entry into substantive negotiations."

This insistence on decommissioning before negotiations

stalled to progress for two years. By late afternoon, however, a border line was evident from the UUP, with Jeffrey Donaldson MP, one of Mr Trimble's closest confidants, indicating that his party had not ruled out a flat rejection of the proposals.

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This insistence on decommissioning before negotiations

is precisely the stance which the British and Irish governments are intent on consigning to history. On this, Mr Blair has apparently moved towards the Irish position that it is unrealistic to expect either republicans or loyalists to hand over weapons at any early stage of negotiations.

The uncertainty surrounding the UUP position means that the republican camp largely escaped the glare of publicity yesterday, but Mr Blair's statement can be expected to put the focus of attention back on Sinn Fein and the IRA.

The Government will today publish a 12-page aide-memoire

which it secretly sent to the IRA and Sinn Fein setting out the extent of the contacts which have gone on between government officials and Sinn Fein. It will show that there were two key meetings and a third meeting was planned but was aborted by the Northern Ireland Office after the killings by the IRA of two policemen in Lurgan.

A Downing Street source said the two documents would provide conclusive evidence for international opinion that the IRA could not claim they were being prevented from joining the peace talks by the intransigence of the British Government.

"Whether they want to be

in this or not, the Prime Minister is determined to try to find a way to move things forward. He feels the atmospherics in relation to the Irish government, the American government and the other parties are good," said the source.

Mr Blair will launch a last bid for peace in the Commons with a warning to the IRA and Sinn Fein that all-party talks will begin without them in September, unless they declare a ceasefire.

The Prime Minister will leave the door open for Sinn Fein to join the talks at a later stage, but his statement to the Commons is intended to intensify international pressure on the IRA

to call a ceasefire to qualify for a seat at the conference table after the July marching season.

Mr Blair will publish details of the agreement between the London and Dublin governments for "parallel" decommissioning of weapons during the talks, without a deadline or timetable, to be overseen by an international commission, with a committee acting as a go-between.

Mr Blair counts the support of the US President, Bill Clinton, which he secured at the G7 talks in Denver, to be a crucial factor in the international pressure which could bring about a ceasefire.

WHERE
TO ACQUIRE
A TASTE
FOR OYSTERSROLEX
of Geneva

The seamless Oyster shell of a Rolex chronometer is hewn from a single block of stainless steel, 18ct. gold or platinum. Within it lies a self-winding movement that has taken over a year to create. With prices starting at £1,400, the Oyster you always promised yourself is available from the Harrods Watch Department on the Ground Floor. Not, we might add, from the Food Hall.

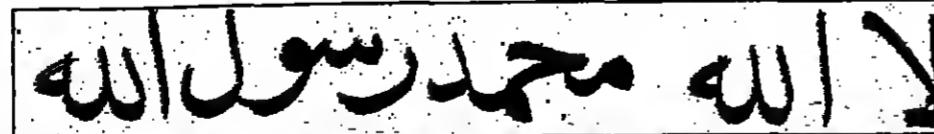
Nike to trash trainers that offended Islam

Louise Jury

Nike is to recall a range of sports shoes carrying a logo that offended Muslims in America. It has agreed not to sell the new line in Britain.

In exchange for the sales ban and an apology, the Council on American-Islamic Relations (Cair) will urge Muslims around the world not to boycott Nike products. The company also agreed to donate a \$50,000 (£31,000) playground to an Islamic elementary school in the United States.

A row broke out after the company used a logo meant to look like flames on a line of basketball shoes to be sold this summer, with the names "Air Air



Now Nike has withdrawn 38,000 pairs of the shoes worldwide.

Nihad Awais, Cair's executive director, said: "We wanted to reinstated confidence in our community that whenever they see something offensive, there could be something done about it."

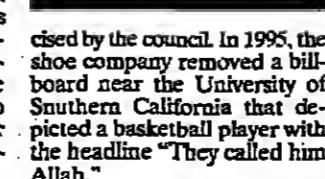
Roy Agostino, for Nike, said the company immediately diverted supplies away from Islamic states and discontinued production. It had also intro-



, that Nike issued the findings of an independent inquiry it ordered into the code of conduct implemented in its factories.

The firm, like sportswear rivals Reebok, has come under fire in recent months from the charity Christian Aid. One factory in Vietnam was reported to have made 61 women run two laps around a plant to discipline them for failing to meet production quotas and for wearing improper footwear.

Mr Young, who visited factories in China, Vietnam and Indonesia, said he found no evidence of widespread abuse or mistreatment of workers. But he recommended that Nike consider having an ombudsman in each country.



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QUICKLY

Parachute 'miracle'
A British tourist had a miraculous escape when he survived a 5,000ft fall after his parachute failed to open during a freefall jump in Florida.

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TV 24Harrods, Knightsbridge SW1X 7XL. Telephone 0171-730 1234.
*Watch shown available in 18ct. yellow gold priced £10,430.
white gold £11,140 and platinum £12,890.

The man who fell to earth and lived to tell the tale

James Mellor
and Phil Davison

A Briton had a "miracle" escape when he survived a terrifying 5,000ft plunge to the ground after his parachute failed to open during a free fall jump.

Gareth Griffiths, 27, who works as a management consultant in London, was holidaying with friends in Florida when a routine tandem sky-dive turned to tragedy.

Eyewitness reports suggest that he had been saved by the heroic actions of his instructor, American Michael Costello, 42, who twisted in mid-air to take the brunt of the blow as the pair struck the ground.

Mr Costello died in the accident, near Florida's Umatilla airport 35 miles north of Orlando, but Mr Griffiths' condition was described as "encouraging" by the Orlando Regional Medical Centre where he is recovering from a fractured spine and injuries to the chest and abdomen.

Joe Brown, a spokesman for the hospital, said: "He is in a serious but stable condition. He underwent seven hours of surgery to repair damage to his lower back but is expected to fully recover."

Michael Tighe was amongst a group of four friends of Mr Griffiths who witnessed the drama on Sunday afternoon. The party had taken a two-week break in America and had organised a 10-day parachuting course to prepare themselves for a US licence.

"The instructor saved Gareth's life," said Mr Tighe. "We have spoken to Gareth in hospital, where he is in a lot of pain."

Umatilla's police chief, Doug Foster, said: "He's one lucky Brit. This was a miracle, no doubt about it... It's just incredible, but the trainer seems to have absorbed the impact."

Wilma Godwin, who owns the Paragliders Sport Parachute Centre that organised the trip, paid tribute to Mr Costello's bravery. "He saved the young man's life, and he knew what he was doing," she said.

She added that Mr Costello, who had 18 years parachuting experience, had made more than 7,500 jumps, including some as a stunt man in the Hollywood film *Drop Zone*.

Mr Griffiths' parents, David and Fay of Bridgend, South Wales, said: "It's just a miracle he is not dead. It was a terrible shock. We are still terribly worried about what the effect of his injuries could be. But I thank God somehow he is alive."

Mr Griffiths, a bachelor, who

works for management advisers Andersen Consulting, is a keen sportsman and no stranger to adventure sports, such as white water rafting.

Parachuting and free fall jumping are an increasingly popular pursuit, particularly in the United States, and enthusiasts are passionate about their sport.

Mr Boughen is one such fanatic. Curiosity over a newspaper advertisement 15 years ago developed into a passion and Mr Boughen has now completed more than 3,250 jumps of different kinds, most commonly the tandem sky-dive, the type in which Mr Griffiths was injured.

"Free fall is the favourite jump of any parachutist. It is where the exhilaration of the sport is at its greatest. Most people would imagine that falling

works for management advisers Andersen Consulting, is a keen sportsman and no stranger to adventure sports, such as white water rafting.

John Hitchen, national coach and safety officer from the British Parachute Association (BPA), said: "This is an unusual case. Usually in tandem jumping accidents both or neither would die. However, I can think of scenarios where the instructor could be turned round and hit the ground first and the novice's fall would therefore be cushioned."

Britain has about 30 parachuting clubs and more than 250,000 jumps are made each year of which about 10,000 are tandem sky-dives. According to the BPA, there have been three fatalities in the last three years in the UK and during the worst year on record five people lost their lives to the sport.

In America, experts calculate that over 100,000 tandem jumps are made annually.

'He's one lucky Brit. This was a miracle, no doubt about it. It's just incredible, but the trainer seems to have absorbed the impact'



Free fall: High-risk sports have their share of accidents and also some lucky escapes

British tourist joins an exclusive club

James Mellor

Gareth Griffiths' miraculous escape is not the first remarkable survival story from mid-air accidents.

The most sensational occurred in January 1972, when Vesna Vulovic, a Czechoslovak air hostess, plummeted 33,330 feet – more than 10 kilometres – without a parachute, after her plane exploded mid-flight.

In 1944, Flt Sgt Nicholas Alkemade survived a plunge of more than 18,000 feet after his Lancaster bomber was shot down over Germany.

More recently in April 1994, Des Malony, 28, from Chobham, Surrey, dropped 3,000 feet when his parachute failed to fully open after he fell from a former RAF jet at 250 mph while in a mid-air roll. He escaped with cuts and bruises when he landed on the grass verge at a supermarket in Colchester, Essex. That same year a 36-year-old Sussex man reached speeds of 80 mph when he fell more than 4,500 feet and escaped with back injuries.

Florida was the venue for another remarkable cheating of death in 1995, when Penny Roberts from West Yorkshire hit a concrete runway at more than 50mph after plummeting 13,500 feet. The accident left her paralysed.

In 1996, a former Army serviceman, Pat Dolan from Bradford, suffered temporary paralysis and a broken leg when his parachute collapsed at 6,500 feet while sky-diving in Italy. Later that year, Paratrooper Alan Crown fell 1,000 feet. Doctors later explained his escape from his 120mph plunge to his bulging muscles which cushioned the blow as he hit the ground.

In September 1996, Devon-based Rob Lock cheated death when he fell 6,000 feet after his parachute failed.

Adventure sportsman: Gareth Griffiths pictured on a recent canoeing trip. Photograph: Hugh Evans

Coughs and sneezes spread diseases – but not among friends

Jeremy Lauance
Health Editor

The workaholic, the lonely widow and the social misfit share a common weakness, researchers have found. Their lack of social ties makes them more vulnerable to the common cold.

People with a wide range of social relationships are less likely to catch colds and suffer

fewer symptoms than those whose social life is more narrowly based, a study has shown.

However, friends alone are not enough to confer protection. Scientists at Carnegie Mellon University in Pittsburgh, US, who administered cold viruses to 276 healthy volunteers aged 18 to 55, found it was the diversity of social ties, rather than their quantity, that mattered.

Dr Sheldon Cohen, who led the study, said 12 social roles were defined, including spouse,

parent, child, parent-in-law, and member of work, school or religious group. Friends were defined as someone in contact at least once every two weeks.

"Whether you have one friend or 20 makes no difference, that is only one kind of social tie. It is not the number of relationships but their diversity that counts," he said.

Those who said they had be-

tween one and three types of relationships had more than four times the risk of contracting colds, compared with those who said they had six or more types of relationships.

The researchers report in the *Journal of the American Medical Association*. The difference in risk remained even after smoking, drinking and consumption of vitamin C were taken into account.

Dr Sheldon said the findings supported other evidence suggesting people with more kinds of social ties live longer. In Britain, life expectancy for men aged 25 to 39 has fallen for the first time this century. The rising divorce rate, family breakdowns and loneliness are thought to be partly to blame.

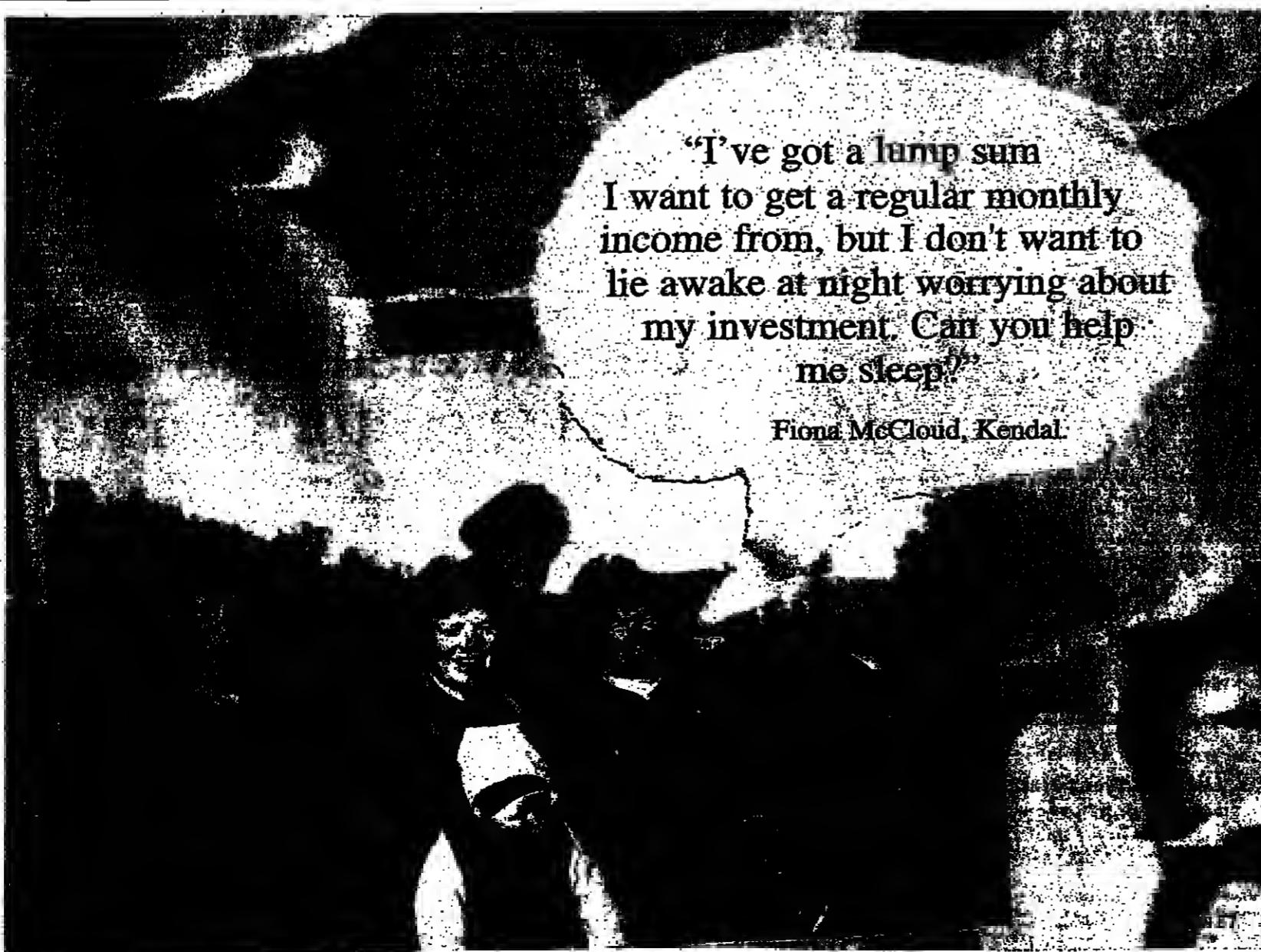
The authors say people with broader social contacts may

have a greater sense of responsibility and self-worth which encourages them to take more care of their health and makes them less prone to anxiety and depression. There are also hormonal effects that may strengthen the immune system.

Dr Sheldon said: "If your life is work and you have no family or friends and something goes wrong at work, you're whole

concept of yourself is blown. But if your work is just a part of your life and you have family and friends, go to a bowling group or to church, of course you will be upset if something goes wrong at work but it doesn't destroy your world."

"It has to do with how people view the world and the impact things going wrong in any part of it have on them."



Fiona McCloud, Kendal.

"I've got a lump sum
I want to get a regular monthly
income from, but I don't want to
lie awake at night worrying about
my investment. Can you help
me sleep?"

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INCOME BONDS YOUR
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news

BA cabin crew vote for strike action

Barrie Clement

Labour Editor

Cabin crew at British Airways are understood to have voted overwhelmingly for industrial action, threatening a summer of severe disruption for holidaymakers and business travellers.

Union leaders are today expected to announce that around three-quarters of the 9,000-strong workforce have voted in favour of strikes.

Both of Britain's main airports at Heathrow and Gatwick will be hit by the dispute which could turn into the airline industry's version of the Wapping dispute and the miners' strike of 1984-85, where fundamental issues of union rights are settled.

A strike vote among 9,000 ground staff, the result of which is due next Monday, is predicted to show a similar majority in favour of action.

Inevitably, the Transport & General Workers' Union is expected to co-ordinate any disruption by ground staff and cabin crew. Flight staff are protesting at an offer on pay and conditions, and airport workers are angry over a plan by BA to sell off the company's catering division.

Meetings next Monday and Tuesday are due to decide the exact nature of industrial action, which could come in the form of

24- to 48-hour strikes. Given the statutory seven days' notice of industrial action, BA employees could walk out any time from 7 July.

Yesterday, Bill Morris, General Secretary of the T&GWT, replied to a letter from Robert Ayling, Chief Executive of the airline, who warned that stoppages could "destroy" jobs. Mr Ayling warned the union leader that the airline had to be competitive, but that it was committed to positive relationships with modern trade unions.

In his reply, Mr Morris defended the union's position point by point and expressed amazement at the company resources devoted to preparing for a dispute rather than seeking to avoid one. Audio and videocassettes, letters, leaflets and news-sheets have been sent to employees' homes putting across the management's point of view.

The airline has gone on record warning the union that alternative staff would be used to ensure that BA services are maintained. Managers have been trained in ground handling and an employment agency has been called in to provide temporary staff.

If the dispute goes ahead, it will be the first major industrial conflict under the new Labour Government. Tony Blair, the Prime Minister, has personal links with both Mr Ayling and Mr Morris – although the Government will not want to be seen to be interfering.

Meetings next Monday and Tuesday are due to decide the exact nature of industrial action, which could come in the form of



Wonderwall: A passer-by beats a hasty retreat yesterday as huge waves whipped by high winds lash Scarborough's Marine Drive

Photograph: Tony Bartholomew

Britain gets a thumbs up for environment

Fran Abrams
Political Correspondent
Nicholas Schoon
New York

William Hague's parliamentary debut as Conservative Party leader coincided with his first confrontation with the Prime Minister during a debate on the outcome of the Denver Summit.

Mr Hague said told Tony Blair he was "dismayed" at the meeting's failure to reach an agreement on targets for combating greenhouse gases and global warming.

But any increase in taxes to meet environmental aims should be matched by reductions in other taxes, he said.

Mr Blair said he could not give details of tax plans before next week's Budget. "I do believe the most important thing we can do ... is to carry on with the measures, particularly in relation to transport and energy efficiency, that we have already outlined," he said.

At the summit in New York, Britain was hailed a paragon and France condemned as a pariah in the eyes of the many environmental groups attending the Earth Summit Plus Five event.

Friends of the Earth has carried out a ballot among the dozens of pressure groups lobbying government delegates at UN headquarters, asking them which nations have performed the best and which have failed to deliver on the promises made at the original 1992 Earth Sum-

mit. told reporters that Britain and Germany were being smug in proclaiming their success in cutting carbon dioxide emissions in the 1990s. Britain's achievement was mainly due to the closure of most of our coalmining industry and the switch to gas, a much less polluting fuel, he said. Germany, Brazil, South Africa and Singapore had jointly called for a new UN environmental organisation to be beefed up what they see as the UN's poor performance on global green issues.

The Nairobi-based UN environment programme is widely criticised as ineffectual. But Robin Cook, the Foreign Secretary, showed no enthusiasm for this idea.

The main output of the summit, attended by more than 60 prime ministers and presidents, is a lengthy text on whether nations have fulfilled Rio Earth Summit promises and what still needs to be done to achieve sustainable development. But there is still major disagreement between nations about this text, which civil servants are negotiating in New York.

One concern is the need for an international treaty on managing forests. Another is about what the rich countries should do about their emissions of greenhouse gases after the year 2000. The bitterest and longest argument, which will go on through the entire week, is over the scale of foreign aid from rich nations to developing ones.

Andrew Marr, page 19

Unanswered calls leave rail operator furious

Randeep Ramesh
Transport Correspondent

Train companies were warned yesterday that they face "unlimited" fines if the recent "awful" performance of the telephone inquiry service does not improve.

John Swift QC, the rail regulator, decided to act after receiving the latest figures from privatised rail industry, which showed that 49 per cent of calls went unanswered in April and 35 per cent were not taken in May. The rules state that 90 per cent of all calls should be answered. The companies should be "in no doubt as to the consequences" if the required standards were not met, said Mr Swift.

The regulator's warning came after his office issued an order seeking weekly information on performance of the telephone service. The train

operators, who run the national telephone service, have until the second week in July to convince the rail regulator that they have improved the service.

Aides point out that the industry did not supply the relevant information early enough. "The regulator is furious – he could have acted a month ago but the companies did not churn out the numbers," said one official.

Given the chance, the watchdog will bite. One source close to the regulator said the total penalty may run to "millions of pounds ... there are 25 train companies. If the national telephone system does not meet the required standards, we will fine each one of them."

Officially known as the National Rail Enquiry Service, the service is administered by the Association of Train Operating Companies (Atoc).

In April last year, the system

had 80 different numbers. These were replaced by a single number in October 1996 and the whole system franchised to the private sector. This has seen callers from London answered by operators in South Wales, many of whom are unaware of the local destinations.

Since autumn last year, performance had been steadily climbing towards this target. But figures supplied to Mr Swift showed "a severe fall in performance since April 1997".

A spokesman for Atoc claimed the system was handling a record number of calls. He pointed out that last week more than 910,000 calls were answered.

"Of course we are sorry that our suppliers – which include BT and a number of train companies – have let us and the public down. But we are confident of improving the service," said the spokesman.

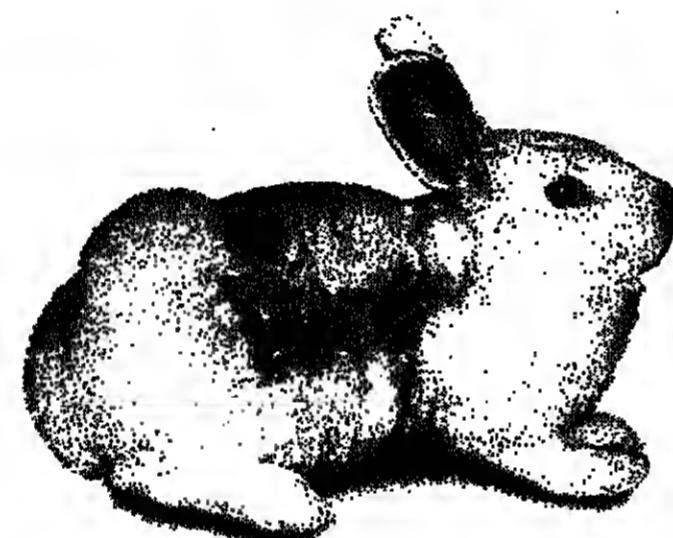
Beauty can be an ugly business. About 30,000 animals are still being killed in Europe each year in cosmetic testing.

In allergy skin tests, the fur is shaved from the backs of guinea pigs and the test chemical is applied. Often, in such a concentrated form that it can burn right through the skin.

The tests drag on for at least 7 days before these poor, mutilated 'stimulus-response models' are put out of their misery.

Meanwhile, just to make sure a new shampoo, or shower gel doesn't sting, it is squirted into the eyes of animals. Rabbits are preferred because they cannot produce enough tears to wash away the irritants. Their large eyes also make it easier to observe the chemical ulceration of the eyeballs.

Why are these tests that started over 50 years ago allowed to continue, when up to 8,000 cosmetic ingredients are already known to be safe? Do we really need more?



DO YOU
HAVE DRY, OILY
OR THICK SKIN?

The European marketing ban on animal-tested cosmetics that was due to become law next year has now been postponed until the next century.

That is why the British Union for the Abolition of Vivisection (BUAV) and other animal protection groups worldwide, are asking you to switch to humane alternatives now. By doing this you can literally help save the skins of thousands of animals a year. The more progressive manufacturers, retailers and supermarket chains already support this campaign.

Please don't turn your back. For more information and a list of cruelty-free brands and supermarket own labels call 0171 700 4232, or write to BUAV, 16a Crane Grove, London N7 8LB.



BUAV
COSMETIC TESTING
IT'S IN YOUR HANDS

Gre
- b
new

Who real
S

12.5%
UNSL

080
12.5% APR
12.9% APR
14.9% APR
6.9% APR

digital revolution

Great TV
– but no
new showsPaul McCann
Media Correspondent

The much-heralded TV revolution came a step closer yesterday when the Government awarded the licences for digital TV services. But, in spite of the prospect of more than 230 new TV channels, questions were asked about the whether viewers will really see anything new.

British Digital Broadcasting, a consortium owned by Carlton and Granada, was awarded the licence to broadcast 15 digital pay-TV channels from summer 1998, even though the TV regulator said its rival's programmes were better.

The consortium had been criticised for offering what is already available on satellite and cable: repeats and low-budget or imported programmes.

And the Independent Television Commission admitted, in awarding the franchise, that it was "more attracted by the innovative programme proposals" of the rival bidder, Digital Television Network. It awarded the licence to BDB because it is buying movies and sports channels from BSkyB which will attract more people to digital TV.

The Government wants digital TV to take off so it can sell the analogue frequencies currently used by tele-

vision companies to mobile phone companies and other users.

The Independent Television Commission only chose the consortium British Digital Broadcasting (BDB) after it forced Rupert Murdoch's satellite TV company, BSkyB, to drop its one-third shareholding in BDB because of worries about Murdoch's dominance of British television.

Digital television will give viewers

CD-quality sound, perfect pictures, including widescreen movies, and the capacity to receive up to 30 channels, and perhaps as many as 200, by the end of next year. The 15 pay-TV channels awarded yesterday will include channels from BSkyB's existing satellite service such as the popular Sky Sport and Sky Movies to help entice subscribers.

There will be three channels on BDB, created by an alliance of the BBC with American cable company Flextech; BBC Horizon – documentary and wildlife channel; BBC Style & Showcase – a lifestyle channel including cooking and gardening programmes; and BBC One-TV, a TV version of Radio 1.

The rest of BDB's channels will be a mixture of channels already available on cable and satellite TV, such as Granada Plus, which shows classic episodes of Coronation Street, and new channels like Carl-

BBC1, BBC2, ITV,
C4, C5 and 60
channels of cable
and satellite

Now



Digital TV chiefs



John Birt - BBC

Barry Cox - ITV

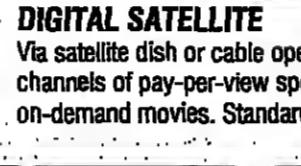
Gerry Robinson - Granada

Michael Green - BDB

Rupert Murdoch - News Corp

FREE DIGITAL TERRESTRIAL
12 free digital channels including
BBC1, BBC2, ITV, C4, C5, 24 hour
news, BBC Choice and ITV2

End 1998

Ordinary TV
set with
set-top-box

2001



DIGITAL SATELLITE

Via satellite dish or cable operator, 200 plus

channels of pay-per-view sport and near video-

on-demand movies. Standard cable and satellite

slot for subscription card

DIGITAL SATELLITE

Slot for subscription card

DIGITAL TERRESTRIAL PAY-TV
15 subscription channels including
Sky Movies, BBC style, Granada
Plus, Sky Sports and interactive
services such as home shopping,
banking and internet

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Premier
League to
have place
of its own

Paul McCann

The Premier League has been told it should start its own television channel in 2001 if it wants to extract as much money as possible from live football games.

A report by the League's media consultant, Oliver & Olbaum, told club chairmen this month that the £670m they are receiving from BSkyB for the TV rights to the next four football seasons is only half of what their games are worth.

The consultancy says that BSkyB will make £1.3bn from the TV rights and the league should become a broadcaster in its own right when the BSkyB deal ends in 2001.

The Premier League would have to contract out the making of the football programmes to an experienced production company, which television industry experts believe would be simple. The league would also have to lease space no a satellite to broadcast the games to subscribers or use the growing digital television spectrum that should be available by 2001.

The consultants estimate that it would cost the Premier League up to £25m to set up its broadcasting service, but that this would be more than covered by cutting BSkyB out of the chain and the League taking all the broadcasting revenues itself.

A Premier League spokesman said it was too early to say whether the League would follow its consultant's advice. "This is just one possible option."

Who really won the battle?



POLLY TOYNBEE

So who really won the battle for control over the future of digital terrestrial broadcasting? We do not know yet, because as ever, the devil is in the detail. No one has seen the nature of the contracts between Rupert Murdoch and BDB, the winning Carlton/Granada consortium. Their licence depends on retaining premier sports and movies, so how much leverage power will BSkyB still wield?

BDB were whooping it up yesterday. They couldn't believe their luck – all this and no Murdoch, now the ITC has cleverly removed him directly from the bid. All the equity is theirs and they still have the Sky channels that helped them win. The ITC was plainly convinced by Murdoch's oft-repeated maxim that only his dominant sports and movies can act as the "battering ram" to force viewers to buy into new technology. "A miracle result" enthused one leading BDB player. It never occurred to them, they said, that the ITC would do anything as imaginative as throwing Murdoch out of the bid, while keeping his channels.

Is Murdoch down-hearted? No doubt he would like to have

interactive services, which smacks of monopoly too.

Murdoch will still cast a threatening shadow. His channels will now be on cable, satellite and terrestrial. Who will have the money to bid against him for premier sports and movie rights? BDB claim there is no reason why they should not, but other seasoned observers note that Murdoch usually has "No-compete" clauses, or secret understandings in his contracts. At an off-the-record occasion recently, a leading BDB player said there would be no "head-on" competition with Sky for these rights.

About this, Ofcom is plainly alarmed. In an extraordinary attack on the ITC, its fellow regulator, Don Cruikshank, the Ofcom Director General, fired off a warning statement yesterday raising grave doubts about BDB: "The participation of BSkyB... as a long-term supplier of certain pay-TV services, in particular sports programming, raises substantial competitive concerns."

Prodiced by the Government, the ITC was bold in ejecting Murdoch from a share in ownership. The question now is whether Ofcom is right in fearing his market dominance none the less.

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Parents of dead boy are offered fresh hope of justice

Patricia Wynn Davies
Legal Affairs Editor

The parents of the murdered London teenager Stephen Lawrence were given fresh hope yesterday for a judicial inquiry into his death.

A new investigation into the killing of the 18-year-old black student could be launched after discussions between his parents and Jack Straw, the Home Secretary.

Mr Straw said after the meeting at the Home Office – the first with the family since it took office – that there was a "strong case" for the judicial inquiry requested by Neville and Doreen Lawrence.

Mrs Lawrence said after the meeting that the family had lost confidence in the police and the legal system. "What we want to find out is the truth of what went on that night. The only way we're going to find out is through a judicial inquiry. A police inquiry is not



Glimmer of hope: Doreen and Neville Lawrence taking questions after their meeting yesterday with the Home Secretary, Jack Straw, who said he would consider their request for a judicial review into their teenage son's murder

enough." A cautious Mrs Lawrence added: "There was no clear indication. He said from what we put to him there was a case, but where he is going to go with it I have no idea."

The family's solicitor, Imran Khan, said: "I think we all came away

feeling very positive that we will have

some inquiry in future." Mr Straw said in statement later: "It is not an option to let this matter rest. I recognise a strong case has been made by Mrs Lawrence for some form of inquiry and I am actively considering what she put to me."

He added that he would carefully

consider other issues raised in

the meeting and "reflect upon the best way to address the widespread concern resulting from this case."

The Lawrence family says the inquiry must address the role of the police after the Crown Prosecution

Service discontinued a prosecution for lack of evidence, and a private prosecution collapsed because of insufficient evidence and the inadmissibility of the evidence of a key witness.

Last February, an inquest jury had

been unlawfully killed in an unprovoked racist attack by five white youths. After the inquest ruling the *Daily Mail* named the five young men as Stephen's killers, challenging them to sue for libel if the paper was wrong.

In March, the Lawrence family

made an official complaint over the way police investigated the murder, claiming they did not take it seriously. And earlier this month, Tony Blair pledged to hunt down the killers, saying there was a "deep sense of injustice" that they had not been brought to book.

MPs scorn the new discipline of Labour

Fran Abrams
Political Correspondent

The Labour Party is being run by "control freaks" operating a "take it or leave it" democracy, a backbench MP has claimed. The attack by Alan Simpson, left-wing MP for Nottingham South, on Tony Blair's latest round of modernisation proposals could revive threats of disciplinary action made against him last year.

In an article for July's *Red Pepper* magazine, he says party democracy is being destroyed. Labour is to become an American-style Democratic party, with Mr Blair as president and with iron discipline as its heart, he says. "It doesn't matter whether this is what Tony Blair wants. The control freaks now running the party demand that this is the final prize," he writes. "This 'take it or leave it' democracy has become a feature of how the party is now ruled." He adds: "No amount of Bill and Hillary-style phone-ins, hand-shaking or encounter groups create a firm basis for a socialist democratic party. The

Prime Minister should have put the redistribution of wealth, better pensions and the creation of jobs before his plans to 'fix' the machinery of his party, he says.

The document, due to be put to the Labour Party conference in October despite moves to put off the debate for a year, would represent "the final domestication of the party itself," Mr Simpson's article says. Mr Simpson was marked out as a troublemaker in December after supporting a Socialist Workers Party petition attacking the Labour leadership. He was also criticised for his Euro-sceptic views and for attacking the "hypocrisy" of Harriet Harman in sending her son to a selective school.

After maintaining a discreet silence throughout the election, he has now apparently decided to speak out again, focusing this time on the "Labour into Power" proposals to downgrade the role of the party conference and to make policy through "forums." Last night party sources said the "cumulative" effect of his latest

offence added to others could be cause for disciplinary action.

Last night Mr Simpson said his comments were meant to be a positive contribution to a genuine debate on the future running of the party. "I have drawn a lot of comfort from John Prescott's explanation that Labour is a democratic socialist party and that the discussion of ideas is its lifeblood," he said. "I don't think I am out of line. I just try to get in line early."

In a separate development another dissenting Labour MP, Llew Smith, said he had been threatened with expulsion if he campaigned against a Welsh assembly. The member for Blaenau Gwent, a long-time opponent of devolution, said he had complained to the chief whip about the behaviour of the Welsh Secretary, Ron Davies.

Ministers have warned that the devolution vote in the Commons later this year will be seen as a test of loyalty, but yesterday Mr Davies denied Mr Smith's charge. "Let me assure you there's no question of threats at all, that's not to my nature," he told the BBC.

Spare the rod and spoil the party – the whip's dilemma



DONALD MACINTYRE

Someone like Alan Simpson poses the disciplinarians of new Labour with a dilemma: to withdraw the whip for his attack would be an exemplary punishment, and would no doubt deter some more timid souls who might be thinking of doing a little left-wing grandstanding of their own. And since the left in the Labour Party is so marginalised at present, there probably wouldn't be much sympathy from his colleagues.

But that's also the problem. The left lack a place to go in the modern Labour Party. By virtue of their numbers, and sometimes the weight and charisma of their leadership, the Bevanites of the Fifties, the Tribunites of the Sixties and Seventies, and the Bennites of the early 1980s, were able to influence the party's policy, organisation and leadership by using their strength, often behind closed doors, within the Parliamentary Party and National Executive Committee.

For the foreseeable future, at least, that route simply doesn't exist in a party most of whose enormous majority has such a clear sense of how they want their presence to Tony Blair.

Which leaves publicity as the left's only weapon. The one lesson from the last six years of

goals of, to use his rather misty-eyed description, "the party in the country." Actually, it often didn't tell much more than how the executives of a handful of big unions, liberally sprinkled with members of another party altogether like the Communists, had chosen to wield their enormous block votes.

There is also a huge difference between conviction backbenchers who dissent on issues they passionately care about, and those, like Simpson, who disagree with many fundamental elements of the programme which secured him his majority of more than 13,000.

But that isn't a case for overusing the disciplinary weapon. A strong party can stand a certain amount of nonsense. One reason why the Tory backbench rebels did so much damage was not merely the spectacle of division they created, but the strong, and frequently accurate, impression they gave of exerting influence on the party's leadership. Nobody thinks Tony Blair is going to soften his party reforms because of an article in *Red Pepper*.

So it's a matter of judgement. To crack down on Simpson now would give him a ready-made platform as a Blair victim. To let him go scot-free might look weak leadership. Which is why it's unlikely to happen.

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news

Gallery guide: Grading scheme will help to raise funds but bid to stop entry fees fails, writes David Lister

Nation's best displays get league table

The Government has for the first time graded the nation's museums, selecting 26 as being of "pre-eminent" importance to the national heritage.

The objective of the league table, an idea of the last government, is to acknowledge publicly the best museums to help them raise more public and private funds. For that reason the national museums and galleries were not eligible for inclusion, as they are deemed to have a high enough national profile to attract private sponsors and public subsidy.

Yesterday Chris Smith, the Heritage Secretary, unveiled the list of museums awarded Designated Status. Collections

ranged from fine arts to London buses and musical instruments. The museums singled out for praise include names such as the Fitzwilliam in Cambridge as well as lesser-known institutions including the Rural History Centre, Reading, and the National Tramway Museum, Derbyshire.

Speaking as he presented the first designation certificate, to the London Transport Museum in Covent Garden, known for its red buses, Mr Smith said the scheme would focus attention on outstanding museums. But there was unlikely to be much government money in the near future. "What designation brings is a status which makes museums attractive for



Singled out: The entrance of the Fitzwilliam, Cambridge, one of 26 British museums to be designated of 'pre-eminent importance'

a range of different funding, some of which may be in the private sector or the public sector, or the semi-public sector, such as Lottery money.

The list of museums includes

10 science and technology collections, nine social history museums, as well as archaeology, fine arts, decorative arts and natural science displays.

The Stoke-on-Trent Museum Service was designated for its collections on the history of the

pottery industry, while the Tyne and Wear Museum was recognised for its collection representing industries around Newcastle. In London, the Jewish Museum, in Camden, was recognised because, although

Mason, said the scheme was a "celebration of some of the superb museums that we have. It's particularly good to see it's not only the big museums which are being recognised, but some of the smaller ones which are nev-

ertheless important, such as the Rural History Centre in Reading."

Mr Smith said work was also beginning on a scheme to recognise smaller museums with local importance.

Photograph: Brian Harris

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Museums to ignore call for free entry

National museums are likely to ignore Government calls to scrap admission charges.

The arts minister, Mark Fisher, surprised the House of Commons this week by announcing an urgent review into the growing practice of charging. But Government sources said yesterday that there was little if any scope to increase the amount of public money that goes to museums. If charges were to be axed, the shortfall would have to be made up by increased commercial activities and increased private sponsorship.

The Government's antipathy to museum charges was signalled by the Prime Minister, Tony Blair, before the election. However, the Government does not have any statutory power to end charges and, without an increase in grant-in-aid, the national museums that do charge are certain to tell Mr Fisher that they have already made every effort to secure business sponsorship and are exploiting their commercial outlets to the full.

A spokesman at the Department of National Heritage confirmed that the Government could only urge museum trustees to rethink their policies.

Mr Fisher told the Commons: "We do not want anyone to be charged entry to national museums and galleries... The Government believes that all members of the community should be able to enjoy our great national museums and galleries: they should be for the many, not just the few. We are concerned about the growth of charging and are reviewing present arrangements urgently."

But yesterday, Neil Chalmers, director of the Natural History Museum, which charges £6 per adult and is the most popular "paying" museum in the country, said: "We will tell Mr Fisher that the abolition of museum charges without compensation would be the single most damaging thing that could be done in denying access. It would mean certain of our galleries closing and possibly the

entire museum closing on some days of the week."

Mr Fisher is to meet the directors and trustees of all the national museums and ask them what other options they can consider if they end admission charges. He will want to know why some institutions can get by without charging while others cannot.

He has already met the chairman and director of the British Museum, whose trustees recently decided not to impose charges.

Of the national galleries and museums only the Tate Gallery, National Gallery, National Portrait Gallery and British Museum do not charge.

Museums that do charge include the Natural History Museum, Victoria and Albert, Science Museum, Imperial War Museum and National Maritime Museum. Most charge around £5 a head but all have concessionary schemes for children and pensioners. Allow school groups in free, and some

have allotted times when anyone can get in free.

It is not clear whether the public shares the Government's concern about charging. Mr Fisher will be told by the Victoria and Albert Museum that its visitor numbers actually went up after introducing compulsory admission charges of £5 last year. In addition, the museum's research among visitors shows that less than 5 per cent shared campaigners' worries about charging.

A spokeswoman said: "If Mr Fisher can come up with an alternative to charging to meet the shortfall in our budget, all well and good. But we don't know of one."

In the Commons Mr Fisher said: "National galleries and museums are in their current position because of the neglect and the hostile policies of the previous government." But he gave no indication of how the Labour government could ensure that museums would make up the shortfall if they abolished charges.

Leading article, page 15



Charges: Natural History Museum. Photograph: Brian Harris

Too many women in jail: inspector

Patricia Wynn Davies
Legal Affairs Editor

Prison is not the right place for pregnant women who pose little risk to the public, Sir David Ramsbotham, the Chief Inspector of Prisons, said yesterday.

Sir David was expressing concerns about the number of women in jails, including pregnant women convicted of non-violent crimes, during BBC radio interviews. "I don't think prison is the right place anyway to have them because they're

confined conditions. They don't have as much access to open air as I would like," he said.

There are about 2,500 women in jails in England and Wales. Sir David said: "It's a pretty restrictive environment in which to conduct the first period of a child's life, quite apart from inevitable problems of looking after the mother in the immediate aftermath. Personally, what I think is that one has got to be very careful in deciding whether these women actually need to be in prison

anyway. They're hardly likely to constitute a great risk to the public if they're released."

His remarks follow the controversy over the shackling of pregnant women with handcuffs and chains during hospital treatment. The prisoner whose treatment first highlighted the practice, Annette Walker, 31, has since begun a legal action for injury and distress against the Home Office. Pregnant prisoners are now released from handcuffs on arrival at hospital. Ann Widdecombe, the for-

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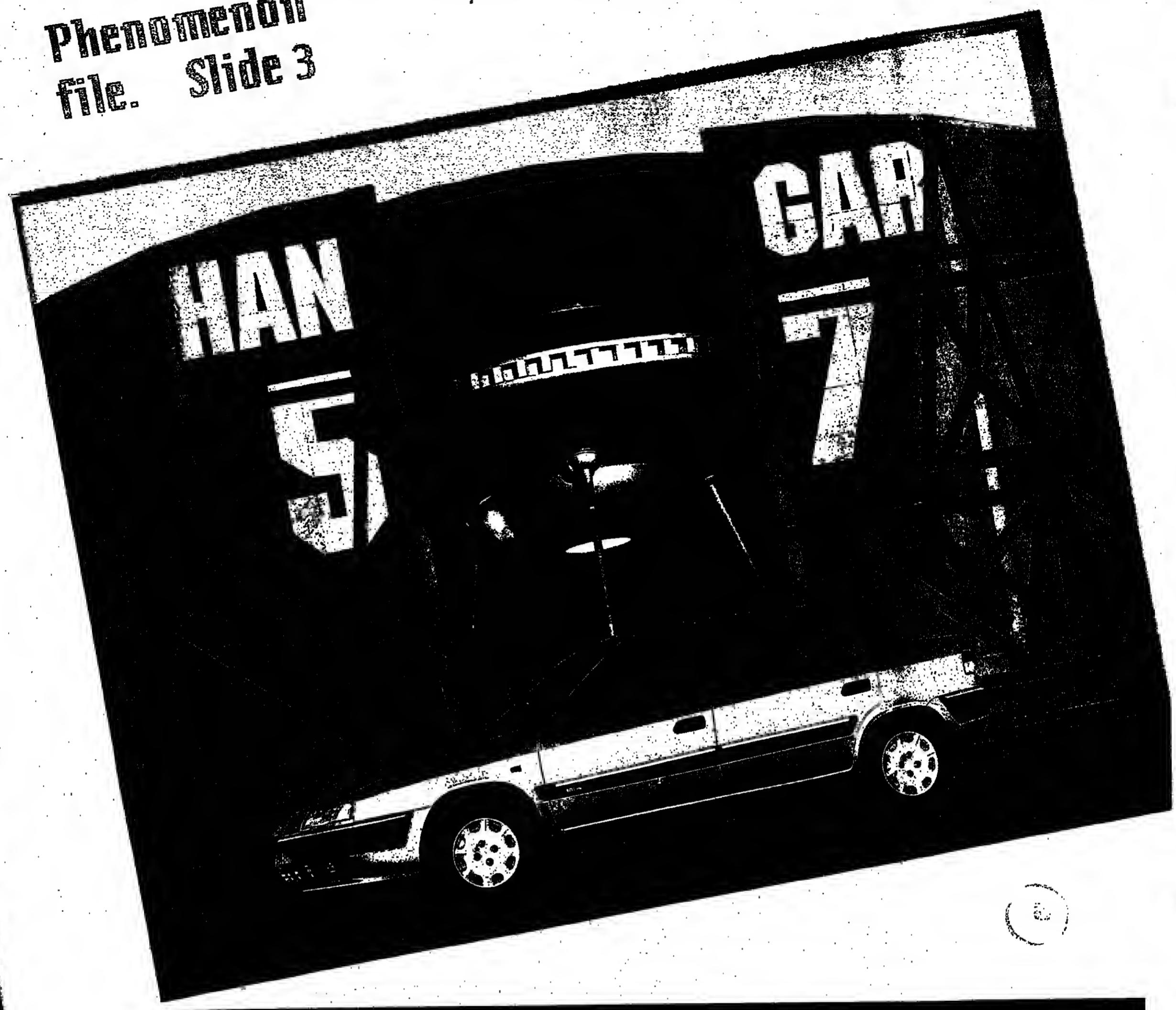
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UK invites Suharto's generals to arms bazaar

Richard Lloyd Parry

Weeks after it announced a new "ethical dimension" to foreign policy, and Robin Cook the Foreign Secretary promised to "put human rights at the heart of foreign policy", the Government has invited three senior officers of the notorious Indonesian Armed Forces (Afhri) to a sales exhibition of British arms equipment.

John Spellar, Parliamentary Under-Secretary at the Ministry of Defence, confirmed this week that General Feisal Tanjung, the Indonesian Commander in Chief, has been officially invited to the Royal Navy and British Army Equipment Exhibition at Farnborough in September. Included on the invitation are the chiefs of staff of the army and navy, General Wiranto and Admiral

Kushariadi. The Indonesian embassy was unable to say yesterday whether they had decided to attend. Apart from their physical role in suppressing internal dissent in Indonesia, Indonesia's armed forces wield huge political influence and have played a crucial part in supporting the regime of President Suharto, a former general who has held power for more than 30 years.

They have been accused of human rights abuses that include torture and murder, especially in the occupied territory of East Timor. Under the Conservative government, the Indonesian armed forces were enthusiastic purchasers of British arms, from water cannons and armoured cars, to tanks and Hawk fighter jets. Since the election, there has been speculation that new Labour would

take a tougher stand on Indonesia, particularly after a speech last month by Mr Cook, which promised to "put human rights at the heart of our foreign policy".

Yesterday, the Labour MP Ann Clwyd, whose parliamentary question revealed the invitation, said she would be raising the matter in Parliament. "It does seem to show a certain inconsistency," she said. "As I

understand it, the arms trade with Indonesia is under review, but if you invite someone to an arms exhibition, clearly you hope to sell them arms. These people will not be coming just for a cup of tea."

General Tanjung's wish to visit London was revealed by *The Independent* on Monday, but a Foreign Office spokesman denied all knowledge of it.

Indonesia aid puts Labour to the test

Richard Lloyd Parry

Pressure is mounting on Clare Short, the Minister for International Development, to cut off British aid to Indonesia, in keeping with the Government's commitment to human rights and an "ethical" foreign policy.

Campaign groups and Labour MPs, including Ann Clwyd, the former Shadow minister responsible for Ms Short's portfolio, are pressing for a suspension of aid to Jakarta in the light of evidence that the Conservative government used it as a means of acquiring contracts, including arms sales, for British firms.

Clare Short says that we are going to focus on aid to the poorest people in the world, and by that measure Indonesia shouldn't be getting any aid at all," Mrs Clwyd said yesterday. "Indonesia is not one of the world's poorest countries and there is no evidence that British aid in the past has been targeted at those who need it most."

Paul Barber of Tapol, a human rights group focusing on Indonesia, said: "The very fact that the UK supports Indonesia is wrong, because it helps to legitimise the Indonesian regime."

On Monday, *The Independent* reported an appeal to Tony Blair from Indonesia's leading dissident, the imprisoned trade union leader Muchtar Pakpahan, to discontinue all aid projects unless they contain specific guarantees of human rights.

The Foreign Secretary, Robin Cook, will no doubt face similar appeals when he meets next month with Jose Ramos-Horta,

who shared last year's Nobel Peace Prize for his work as the spokesman-in-exile for the occupied territory of East Timor. In America, Congressman Patrick Kennedy is sponsoring a Bill proposing to cut off aid and military training for Indonesia unless human rights improve.

In a few weeks, the newly constituted Parliamentary Accounts Committee will consider a report by the National Audit



Clare Short: Attacked political considerations of aid policy

Office on aid to Indonesia. Published last November, it uncovered advice from the Foreign Office that particular aid projects should be supported because this would help British arms sales to Jakarta.

After similar arms-for-aid allegations concerning Overseas Development Administration (ODA) assistance to Malaysia, the former foreign secretary, Douglas Hurd, was found by the High Court to have acted unlawfully in approving funding for the Pergau Dam project. The Department of International

Development, as the ODA is now known, is preparing a White Paper reviewing British aid, which it hopes to complete by the autumn. Publicly, spokesmen are reluctant to reveal advance details, although Ms Short has criticised the "political and commercial considerations" brought to aid policy by her Conservative predecessors.

Her aides have reassured MPs and pressure groups that Labour policy will be different. But concern focuses on what is seen as a contradiction in Labour's mission statement on foreign policy announced by Mr Cook a fortnight after Labour's election victory.

Mr Cook then said: "Our foreign policy must have an ethical dimension and must support the demands of other peoples for the democratic rights on which we insist for ourselves ... The national interest cannot be defined only by narrow realpolitik ... political values [cannot] be left behind when we check in our passports to travel on diplomatic business".

But Mr Cook has also said he intends to use British embassies to expand trade and export promotion. "I once asked Robin Cook, 'Does that mean more arms sales?'" one Labour MP said yesterday. "There is that suspicion, and how all this talk is going to be translated into action we don't know. My feeling is we should give them a breathing space to sort out what they're going to do, but if the policy's not right, we're going to give them hell."

Any significant reduction in aid or explicit statements about human rights would certainly offend the touchy Indonesian government and jeopardise lucrative contracts. In Jakarta yesterday protesters mounted the fourth in a series of demonstrations denouncing Mr Kennedy's aid-cutting proposals.

The ODA provided projects worth £37.7m in Indonesia last year with another £2m being channelled through other departments. About a third was in the form of Aid and Trade Provision, a form of tied aid under which contracts in recipient projects must be awarded to British firms.

In the past, Britain has supported training programmes for the Indonesian police, who have frequently been accused of human rights violations, including torture and killings.

ODA support also went to a land resource inventory designed to assist Indonesia's controversial transmigration programme. Millions of poor Indonesians from the crowded islands of Java, Madura and Bali have been transplanted to outer areas of the archipelago, provoking land disputes, racial tensions and rioting with native people. In February, as many as 4,000 settlers on the island of Borneo were beheaded and cannibalised by Dayak tribesmen after long running disputes connected with the transmigration programme.

Both of these projects have finished, but Britain continues to provide soft loans to the Samarinda Power Station in Borneo, a £46m contract involving Rolls Royce. This has been criticised as uneconomic and unlikely to have any effect on poverty.

Mystery figure: Children eye a model of an 'alien' at the International UFO Museum in Roswell. Photographs: AP

Dummies help US air force close its Roswell X-file

Mary Dejevsky
Washington

Almost 50 years after the celebrated "Roswell incident", the US air force has published what it says is a final report, trying to solve once and for all one of the most resilient mysteries of 20th-century America: the supposed crash-landing of a flying saucer, complete with aliens, in a farmer's field in New Mexico, and a government conspiracy to cover it up.

The air force report, kept confidential until its release yesterday, addresses for the first time claims by "eyewitnesses" that aliens were found in the wreckage and secretly removed by the authorities. The number of aliens said to have been sighted has varied from three to five or more. But the description – that they were like people, but smaller, squatter and with round heads – has never altered, and has provided the template for all "aliens" since.

The conjunction of the Roswell incident with America's national holiday is the coincidence from which the recent classic of



Eyewitness: Frank Kaufmann says he saw a spaceship at Roswell army base

American cinematic science fiction, *Independence Day*, derived. The television series *X-Files* built its appeal on the same popular suspicion of government and weakness for science fiction.

The air force explanation yesterday was that the "aliens" were dummies used in experiments in the Fifties to test the effect of high-parachute drops on human bodies. The report speculates that people

confused dummies they saw fallen to earth then, with the "flying saucer" incident of the previous decade.

This explanation was rejected by several UFO researchers. Karl Pflöck said although he did not believe the Roswell incident entailed a flying saucer or dead aliens, the "eyewitnesses" had been categorical they were talking about the year 1947, and would not have confused different incidents years apart.

Earlier official explanations – the first dating from only a few days after the Roswell incident, on 3-4 July 1947, have said the extra-terrestrial wreckage supposedly seen the day after the crash was a weather balloon. Yesterday's finding is consistent with that.

It still does not explain why, in July 1947, the authorities mounted such a massive operation to recover the "balloon" and secure the site; why top-level officials were flown in secret to Roswell; why so little was divulged in the decade that followed the incident; and why no parachute dummy from that era was produced before.

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US spy planes reveal Israel's secrets

Mid-East ally is subject to secret surveillance, reports Robert Fisk in Washington

A United States Awacs electronic intelligence gathering aircraft flies up the Israeli-border with Jordan every day, "hoovering-up" the radio traffic of its closest Middle East ally. Washington says nothing about the flights - nor their purpose: to spy on the Israeli army and air force, to find out if their public statements on violence in the West Bank and Gaza Strip and their bombing raids on Lebanon accord with the Israeli military communications swept out by the US air crews flying out of Saudi Arabia.

Hebrew-speaking crewmen even record the radio traffic of Israeli army units inside the occupied West Bank, noting the exact words of Israeli com-



Listening brief: An American Awacs spy plane, of the type used by the US military to eavesdrop on its closest ally in the Middle East

manders when they report on confrontations with Palestinian stone-throwers - as well as air-to-air communication by Israeli pilots flying bombing or reconnaissance flights over

Lebanon. Full reports of the Israeli radio traffic are routinely forwarded to Washington.

The existence of the Airborne Warning and Control System (Awacs) flights is known

to Israel, although US officials have hitherto suggested that their mission is to monitor Iraqi and Jordanian military communications rather than Israeli forces. Israeli intelligence op-

eratives, however, have long been aware that the United States military-trained Hebrew speakers at its language school at Fort Meade, Maryland.

So nervous were the Ameri-

cans that Israel might object to its spy-flights - a sure sign of the fear of the powerful Israel lobby - that Hebrew courses at Fort Meade were originally referred to as "Special Arabic."

Hebrew is now taught openly to Awacs crews at the Defense Languages Institute at Monterey, California, which also employs around 100 Arab scholars from Lebanon, Syria and the Gulf, as well as Iraq.

The Awacs missions have been in operation along the Israeli border for at least 12 years; former crewmen say that Israel's military communications have been monitored ever since Israeli aircraft attacked the USS *Liberty*, an intelligence-gathering vessel that was bombed on 8 June 1967, as it listened to Israeli radio traffic off the Egyptian coast at the height of the Six Day War. The Israelis killed 34 American sailors and wounded another 171 in the attack.

The Israeli assault - described by their then military commander Yitzhak Rabin as a "mistake" - left the US navy deeply suspicious of Israel's motives and intentions in the Middle East. The *Liberty*, according to intelligence officials in Washington, was listening in to Israel's strategic weapons sites in the Negev desert in an attempt to predict whether it would launch nuclear strikes against Egypt.

But Israel probably does not need to worry too much about America's eavesdropping. "The USS *Liberty* incident was never far from our minds," a former Awacs linguist - who flew out of the US-built airbase at Dhahran - told *The Independent*. "We listened to everything that came out of Israel, just hoovered them up. We would listen to their radio messages from individual Israeli units on the streets of Nablus or Gaza. And we'd hear them say that they'd killed a Palestinian during a riot - even though the Israelis would say officially that they didn't kill anyone. We reported all this back

to Washington. Then, after a while, we found that Washington didn't want this information. We realised we were wasting our time. The information wasn't used."

According to the same source, US Awacs monitors taped all Israeli radio traffic during the 1982 Palestinian intifada. "Our linguists had a bonanza," he said. "The Israelis would say they hadn't killed anyone but we would have heard them say 'three dead'. They were lying publicly. We'd turn round Gaza and then go north up the Jordanian border and then turn back south-east again. We were even listening to the Israeli navy."

The Awacs missions have not always been welcomed by the Saudis. Even before the 1991 Gulf War, the Saudis would refuse permission - without reason - for the Awacs to take off. US monitors flew on super-secret RC-135 reconnaissance missions during the 1980-88 Iran-Iraq war, and some quickly learned that their government had long-term ambitions to base intelligence-gathering operations in Saudi Arabia. A US Air Force colonel told one Awacs monitor in October of 1990 that "we've been trying for years to establish a base here, and now that we're here we're not leaving until they physically throw us out."

Last year, a bomb attack on

"We'd hear them say they'd killed a Palestinian, even though they'd officially deny it."

a US base in Dhahran left 19 American servicemen dead and another 500 wounded. The Saudis themselves bought an RC-135 reconnaissance aircraft before the Iraqi invasion of Kuwait in 1990, sending its crew for training at Greenville, Texas.

"Because most of the airplane was filled with Arabic linguists, and we had the capability to intercept communications from quite a distance, it was almost hopeless trying to convince them [the Saudis] that we would not be listening to 'host country' communications," the former Awacs crew member said. The Saudi government did in fact let us fly a few missions over their country during the Iran-Iraq war, but each one involved an incredible amount of diplomatic wrangling, and we never knew until the day of the mission whether or not we were going to be able to take off."

Sharon set to join Israeli inner cabinet

Patrick Cockburn
Jerusalem

Ariel Sharon is poised to return to the top leadership of Israel, 15 years after an Israeli government commission held him partly responsible for the massacre of some 800 Palestinians at Sabra and Chatila refugee camps in Beirut during the Israeli invasion of Lebanon, which he masterminded in 1982.

Mr Sharon, 69, is expected to be chosen as the next Finance Minister as part of a government reshuffle by Benjamin Netanyahu, the Israeli Prime Minister.

He is demanding that he be included in the small inner cabinet, which makes strategic decisions on negotiations with the Palestinians. Mr Sharon told Israel radio: "I stated [to Mr Netanyahu] in a very clear fashion that I have to be on this team."

The promotion of Mr Sharon, who has been serving as Infrastructure Minister, would move the Israeli cabinet even further to the right and is worrying both the Palestinian leadership and the US. As Finance Minister he will be well positioned to channel money to Jewish settlers in the occupied territories to enable them to expand their settlements.

Another senior member of government condemned for the Sabra and Chatila massacre is Rafael Eitan, the chief of staff during the invasion of Lebanon, who once described the Palestinians as "cockroaches in a bottle", is Agriculture Minister.

The cabinet reshuffle was scheduled to take place after a vote of confidence in the Knesset yesterday which Mr Netanyahu is expected to win after a deal with the Russian immigrant party, Israel ba-Aliya.

The debate was conducted



Ariel Sharon: Well positioned to channel money to settlers

with peculiar venom. In his speech Tzahi Hanegbi, the Justice Minister, deliberately mispronounced the name of Ehud Barak, the newly-elected Labour leader, so that it sounded like the Hebrew word for "run away". This is part of an attempt by the government to discredit Mr Barak, a former chief of staff, who has been accused of leaving the scene of a training accident before all the injured had received medical attention. Mr Netanyahu's coalition appeared safe last night after Israel ba-Aliya signed a pact with the government to increase the funds allocated to the immigrants and give it a voice in senior appointments.

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Free museums display Britain at its best

The true case for abandoning admissions charges for the national museums is not socialist, it is patriotic. Let Mark Fisher, Labour's junior National Heritage Minister, carry out his review. But when he decides, as he must, that entry to the Science Museum and the Victoria and Albert should be free, let's not hear too much about doing it for the sake of people on low incomes. That is a consideration, but a small one. The case for open admission rests on a Victorian value Lady Thatcher and the Tories never had much time for: institutions created in the public interest and for the celebration of public culture must be open and inclusive.

There is a distinction, subtle but vital, to be made between nationalism and patriotism. One is nostalgic, inward-looking, foreigner-hating; the other is relaxed, open to the world, keen to share what is best in a country. A British patriot can, for example, be the most enthusiastic advocate of membership of the European Union. Someone genuinely fond of this country might take pride in that great institution in Bloomsbury, the British Museum, because it is open to all in principle and in practice. To all those concerned about the provenance of its sculptures and artefacts, the reply is: the past is past and you, whether Greek or Roman, come here and browse, free, gratis and for nothing.

That visitors have to pay to enter the Louvre or the Kunsthistorische Museum or Trajan's Market or the Acropolis is utterly irrelevant – as is the fact that most of the Smithsonian Institution is free. The argument against charging simply says: in Britain we are proud of that great collector's and conservator's instinct which brought together these great collections and even prouder of the fact they are free.

Except some of them are not. The National Gallery and the Tate hold out, but at the National Galleries and Museums on Merseyside there is a muttering. Even the trustees of the British Museum are once again wondering about charging visitors. Our national museums dedicated to fine arts, the Navy, war, natural history and science all charge. For all their imagination in family ticketing and provision (for example at the Victoria and Albert), at certain times sampling the national collections can be a costly business. There is an argument that says financial stringency has improved the management of all the national collections; indeed, that it has pushed curators into imaginative collaborations with the private sector. There is nothing wrong with hiring out the dinosaurs as a party backdrop – provided vital curatorial and educational functions are not downgraded by a dash for cash. Trustees should not

stop seeking outside funds. But charging is not a necessary condition for any of these managerial benefits. Besides, the argument of principle against charging is compelling.

Mark Fisher needs to spend little time on that. His question is bow, in these Brownist financial circumstances, he can find the money to allow trustees to tear up their tariffs.

The National Lottery has made that question far less difficult. No, the funds available from the nation's gambling are finite and yes, the Labour government has already made free with them, rhetorically speaking. Pro-

ceeds from the same bet cannot simultaneously buy chalk and medicine, and then pay for overtime for the guards at the Imperial War Museum. But the National Lottery already contributes considerable sums to the national collections, in the form of capital grants. Even though, in some cases, these grants are matched by private sector money, there is room in the financing formula for substituting revenue grants (which would allow the abandonment of entrance charges) for capital awards. The museums' grants in aid from the Department of National Heritage are being squeezed

in the Tory spending plans inherited and endorsed by Gordon Brown. But is the Department's aggregate budget so slim that the Government has no room for manoeuvre?

More difficult than money is the question of whether support for the national collections would put additional pressure on other museums – such as those rewarded yesterday by Chris Smith with the accolade "pre-eminent", including the National Motor Museum at Beaulieu or the Rural History Centre at Reading. Of course the national collections are not all in London. The Science Museum group includes the National Railway Museum in York and the National Museum of Photography, Film and Television in Bradford. The official list of national collections includes the Walker Art Gallery in Liverpool. Any comprehensive list of (British) national collections would need to include the National Gallery of Scotland. Britain's museum culture is blooming and booming. New installations open all the time. Not all are successful – the Royal Armouries, a national collection now based in Leeds, has been struggling. But to try to paint all museums as cash-strapped and desperate is completely false – look at the Fitzwilliam Museum in Cambridge (which does not charge), fighting against its donnish neighbours over its modest and tasteful expansion plans. Giving extra support to the national

collections in order to allow them to head off a decision to impose charges will be construed by some as elitist. It is nothing of the kind. Just as there is a hierarchy of universities based on the quality of their research which necessitates different levels of support, so the national collections have to be recognised as that – national institutions that command our loyalty and appreciation and, belonging to us all, have no place for turnstiles and ticket machines in their entrance halls.

A few germs for company

The idea that people who live alone are more prone to catching cold seems a little surprising at first. As anyone with children knows, the moment your offspring start returning from nursery school you find your whole household succumbing to every passing ailment the neighbourhood has to offer. Longer reflection provides one possible explanation: single people have no one to accuse them of hypochondriac weirdness, no one who forces them out of bed and back into business. But sadly the more probable reason is that loners are – well, lonely. And that's a better reason for feeling ill than most.

LETTERS TO THE EDITOR

Green future will enrich our lives

Sir: Your editorial ("The green odyssey will not always be applauded", 24 June) repeats a misconception which bevels the green debate that "if Labour wants to accomplish half of what it promises, it is going to have to start telling the public some unpleasant things – like stop driving, pay more, consume less".

Policies which improve the environment do not need to incur cost and sacrifice. On the contrary they are a massive opportunity to improve both quality of life and economic wellbeing.

Many green policies can be paid for by switching tax and government expenditure around: they do not necessarily require overall increases in personal taxation. More than that, modern transport policies which reduce car use will enrich all our lives not just those of the currently disadvantaged like children, the disabled and the elderly. But they are essential for future prosperity. London and many other cities could unlock their value and transform their economic prospects by becoming paragons of sensible transport provision and offering an attractive location for the mobile economic activities which will increasingly be the basis of future success.

If the Government does implement a green transport policy what will strike us in years to come is not the cost and the sacrifice but the fact that we put up with present unsatisfactory transport conditions for so long.

RICHARD BOURN
Campaigns Officer
Council for the Protection
of Rural England
London EC1

Sir: The Prime Minister's speech to the UN Environment Summit in New York on the need for urgent action to protect the environment and, in particular, to reduce greenhouse gas emissions, is an encouraging sign of the UK's willingness to take a lead.

There is a further powerful economic consideration which does not seem to have figured in recent discussions. As well as the environmental constraints on excessive fossil fuel use, there are resource limits. These apply particularly to oil, which is the main energy source for transport, the most rapidly growing sector of energy demand.

On current trends, readily exploitable reserves of oil will be severely depleted in a few decades. While there may be some new discoveries and new means of extraction, these are likely to be more than offset by increasing demand from rapidly developing countries with large populations like China. The likely outcome will be a huge rise in oil prices which will affect the US as a large net oil importer, as well as having disastrous consequences for many poorer countries.

We must rapidly curb our consumption of fossil fuels. We can choose to do this in a controlled way, or have unpleasant consequences forced upon us.

MARVIN QUICK
Chairman, Architects and Engineers
for Social Responsibility
Stroud, Gloucestershire

Sir: We are a group of farmers from in and around Tony Blair's own Sedgefield constituency, who can help him achieve the 20 per cent



cut in carbon dioxide emissions he has called for.

We can provide biodiesel, without new environmental taxes, without new taxes on transport. We can grow the oil-producing rape plant. We can sell it for conversion to biodiesel at local processing factories. End-users could buy it at less than the price of polluting fossil-diesel.

The process is carbon-dioxide neutral, which means that the same amount of gas given off by vehicles is taken up by new growing plants. Growing the crop provides an unsubsidiised income for farmers, creating job stability in the countryside. Particulate emissions are the same as for fossil-diesel, and can be reduced by 40 per cent with catalytic converters. Vehicles with diesel engines can fill up with either fuel.

Biodiesel can be produced for 50p per litre. Fossil diesel costs 60p at the service station. In 1995 the previous government insisted on putting 34 pence tax on top of this clean, environmental product, so that it can't be produced and sold for under 84 pence per litre.

It's not too late for Gordon Brown to do what Germany does, and have no tax at all on pure biodiesel, in next week's green Budget.

JOHN SEYMOUR
Chairman, East Durham Biodiesel Working Group
Hawthorn, County Durham

Sir: Reports that the Labour Government is to introduce a "green" Budget and that Tony Blair is urging individuals and institutions to change their lifestyles, five years after Rio, are welcome ("Blair gets serious on climate summit", 24 June). But the

Government must put its own house in order.

Members of Parliament have for years been encouraged by the excessively generous mileage allowances and the anti-social hours of parliament business to take their cars into the Palace of Westminster. Spouses (and perhaps now partners) also have parking facilities there. In addition how many short journeys are made by government cars from departments dotted around London and indeed by journalists with privileged access to the House?

The Government could begin by restricting Labour Members' parking facilities, reviewing the mileage allowance between MPs' homes and London, and changing the parliamentary timetable, or failing that, tying on a "House" bus or taxi service late at night. MPs have got used to the idea that they are special cases; the Government should now set an example.

RUTH WINSTONE
Director
Centre for the Study of
Society and Politics
Kingston University
Kingston Upon Thames, Surrey

Sir: Imagine the Greenwich Dome with an outer covering of photovoltaic cells. What an excellent way of demonstrating Britain's commitment to conservation of natural resources into the next millennium.

MOLLIE PULLAN
York

Benefits of a minimum wage

Sir: The Institute of Economic Affairs' articles on the national minimum wage are very wide of the mark of industry's views on the subject ("Warning on minimum wage", 23 June).

Businesses in every sector support the principle of a national minimum wage. This has been confirmed in recent surveys by Reed International and the British Services Association. Employers

recognise the many positive benefits that a national minimum wage will bring. A minimum wage encourages firms to train and enhance the skills of their workforce, in order to compete in terms of quality and not simply on cost.

Increasing output, motivating staff and boosting local economies are other reasons why this Government is committed to introducing a minimum wage, and why it has received widespread support. Of course the training that young people receive in new jobs will need to be borne in mind and the Labour Party's pledge to business to take account of this and not to penalise occupational training.

We have also made it clear that the national minimum wage will be introduced at a sensible level, taking into account the economic conditions at the time.

The Government has appointed Professor George Bain, a distinguished and proven negotiator in industry, as chairman

of the Low Pay Commission. He will take on board the views from all sectors of business on the level and implementation of the minimum wage before making his recommendations to us.

The fact that his appointment was warmly welcomed by employers and employees alike demonstrates that this process has got off to an excellent start.

IAN McCARTNEY MP
Minister of State
Department of Trade and Industry
London SW1

France stifled by bureaucracy

Sir: Robert Winder misses the point about the French by confusing culture with overwork and inflexible burden is nothing to do with fun or the culture of food, literature, music, etc. Neither do most people believe it makes cultural sense that taxes should pay for subsidising an uncompetitive Air France and France Telecom. Mario Vargas Llosa ("The disaster striking France", 20 June) is right; the French people are suffering because their politicians do not have the courage to root out protectionism in the state sector and develop policies that promote real jobs.

DAVID READ
London NW1

Yes, the French believe that life should be comfortable and fun, but the cost of that overwork and inflexible burden is nothing to do with fun or the culture of food, literature, music, etc.

Neither do most people believe it makes cultural sense that taxes should pay for subsidising an uncompetitive Air France and France Telecom. Mario Vargas Llosa ("The disaster striking France", 20 June) is right; the French people are suffering because their politicians do not have the courage to root out protectionism in the state sector and develop policies that promote real jobs.

DAVID READ
London NW1

Argentina's rights

Sir: I refer to Phil Davison's article "Argentina backs off Falklands claim" (6 June).

The title chosen for the article and certain statements made by The Independent's Latin American correspondent about statements by the Argentine Foreign Minister, Guido Di Tella, are misleading.

Indeed, Argentina has not dropped and does not intend to drop her claim to the Malvinas Islands. Since 1994 a specific provision in the Constitution clearly refers to this issue. The same clause also establishes that Argentina's rights to the islands will be pursued exclusively in accordance with international law. My country is therefore constitutionally committed to finding a mutually satisfactory settlement for the sovereignty dispute with the United Kingdom.

ROGELIO PFLIKER
Ambassador, Argentine Republic
London SW1

Sniffing peril of self-cool cans

Sir: You report (19 June) that the world's drinks industry is contemplating marketing its products in a self-cooling can. As cooling takes place, the can releases the hydrofluorocarbon HFC 134a into the atmosphere. Objections have been raised because HFC 134a is a "greenhouse gas". We have another important warning.

HFC 134a has potential for deliberate misuse as a drug. Volatile substance abuse (VSA) remains a serious problem. We have data on over 250 deaths in the UK caused by the misuse of substances similar to HFC 134a when used as aerosol propellants or in fire extinguishers. The commonest age at death was 15 years.

Deaths from VSA continue despite considerable efforts on the part of retailers, manufacturers and trade associations to make products containing volatile substances, such as contact adhesives, cigarette lighter refills and aerosols, less accessible to youngsters.

If self-cooling cans were to be marketed for soft drinks they would be readily available to children and adolescents. They would contain a readily abusable substance, probably in an accessible form uncontaminated with non-respirable substances, all factors which increase the likelihood that a product will be abused.

JOHN RAMSEY
Toxicologist
St George's Hospital Medical School, VSA mortality monitoring group

ROSS ANDERSON
Epidemiologist
St George's Hospital Medical School, VSA mortality monitoring group

JENNIFER TAYLOR
Researcher
St George's Hospital Medical School, VSA mortality monitoring group

RICHARD IVES
Consultant to Solvent Misuse Project
National Children's Bureau

ROBERT FLANAGAN
Toxicologist
Medical Toxicology Unit
Guy & St Thomas' NHS Trust
London, SW1

Old insult

Sir: With reference to Eric Partridge having the final word on "toe-rag" (Letters, 21 June), I suggest that the first word should go to Sir John Aubrey. In his *Brief Life of Ralph Ketell* (late seventeenth century) he records some words of that scholar and divine:

"Dr Ketell, when he scolded at the idle young hoits of the college, he used these names, viz. *Turds, Tarrangs* (these were the worst sort, rude *Rakills*), *Rascal-Jacks, Blindingques*, *Scobberlottches*..." (The italics are mine).

G T EDDY
St Albans
Dorset

Unbearable
Sir: Thomas Macaulay analysed the hunting issue long ago (Letters, 17 and 18 June): "The Puritan hated bear-baiting, not because it gave pain to the bear, but because it gave pleasure to the spectators."

ELEANOR PHILIPS
London N5

obituaries / gazette

Betty Shabazz

There are people – outstanding people – doomed to be remembered less for themselves than their entanglement in history made by others. Betty Shabazz was one of these, a devoted wife and exemplary mother, an assiduous and effective campaigner for civil rights. First, last and always, however, through a life overshadowed and torn asunder by the feuds of radical black America, she was the wife of Malcolm X.

Little known of her early life, except that she was born in Detroit in 1934 and brought up by foster parents in the New York area. But in 1956 she enrolled in the Nation of Islam, the proud and puritanical black Muslim sect led by Elijah Mohammed, and soon came across the minister born Malcolm Little in Omaha, Nebraska, who now called himself Malcolm X.

In those days Betty Shabazz, who had studied at Tuskegee Institute, Brooklyn State Hospital School of Nursing and Jersey State College, was one of the few college graduates who converted to the Nation. It was "halfway impressed by her intelligence", Malcolm would later

write – more than a mite condescendingly – of his future wife. More important, "Sister Betty" was "a good Muslim woman", devoted and self-effacing, tolerant of his long absences and constant 18-hour work days. Their courtship was austere: no conversation was personal, no date without a chaperone. Even Malcolm's proposal was long-distance, a call to New York from a payphone at a Detroit petrol station.

They married in 1958, and she would bear him six children, the last two still unborn when she went to the Audubon Theatre in Harlem on Sunday 21 February 1965 to attend a speech by her husband. By then Malcolm X had become the most controversial symbol of black America, feared and loathed by whites for his firebrand oratory, yet actually estranged from Elijah Mohammed after urging less confrontational and isolationist policies for the Nation. Hardly had Malcolm X begun to speak than shots rang out. As Betty screamed in horror, 16 bullets tore into his body. He died instantly.

For decades afterwards she would try to shield her children from the horror of that day, moving the family from the city to the supposed safety of the suburbs, sending them to the best possible schools, and hiding from them every book or photo which showed how their father met his end. She herself tried to rebuild a normal life, earning a doctorate degree in education and becoming an administrator at Medgar Evers college, in charge of civil rights programmes, tirelessly urging non-violence.

But the past would not release her, nor did she wish it to. "My children think my persona is me," she would say. "But actually it is their father's." And with him, the old schisms lived on. When the split came with Elijah Mohammed, Malcolm was succeeded as the Nation's spokesman by Louis Farrakhan, who denounced him as "a dog" who was "marked for death" by his disloyalty to the leader.

Unsurprisingly, although three men were convicted of Malcolm's murder, the Shabazz family (and many others) were convinced Farrakhan had a hand in the deed.

And thus the second tragedy of Betty Shabazz's life – the bombshell news in 1995 that her daughter Qubilah had been indicted for plotting to kill Farrakhan, by now himself the Nation's leader and, like Malcolm before him, the most demonised black leader in America. There were other strange parallels too, notably allegations that the FBI had been behind Qubilah's conspiracy – just as in 1965 J. Edgar Hoover was suspected of helping engineer the assassination of the man then regarded as the prime threat to racial harmony in America.

Ultimately, the indictment was dropped, in return for Qubilah being placed on probation to undergo psychiatric and alcoholism treatment.

Meanwhile Betty Shabazz and Farrakhan were publicly reconciled at a remarkable public ceremony at the Apollo Theatre in Harlem, and in October 1995 she took part in Farrakhan's "Million Man March" in Washington. But the third and final family tragedy was still to come.

Rupert Cornwell

Betty Shabazz, civil rights activist and college administrator; born Detroit 1934; married 1958 Malcolm X (died 1965; six daughters); died New York 23 June 1997.



Shabazz married for seven years to the most controversial symbol of black America – Malcolm X

Colette Magny

The formidable singer Colette Magny was one of the most remarkable artists to emerge from France in the Sixties. Her commitment to political causes followed the ups and downs of that turbulent decade while her militancy and dedication gave its full meaning to the expression *chanteuse engagée*.

Born in Paris in 1926, Magny was the daughter of a grocery salesman and a mother who eventually took up acting at the age of 57. Magny herself was a late developer as an artist and worked as a bilingual secretary and translator at the Organisation for Economic Co-operation and Development (OECD) from 1948 to 1962. Her knowledge of English gave her valuable insight into the music of blues performers like Bessie Smith, Ma Rainey and Ella Fitzgerald. She started to perform blues standards and her own compositions around Paris, having been taught to play banjo and guitar by the French jazzman Claude Luter.

In 1962, following a stint at the *Contrescarpe*, cabaret (where Graeme Allwright was also discovered), Magny came

to Chekhov, Dostoevsky, Lenin, Einstein) and wrote lyrics inspired by paintings, while still covering blues standards and singing her own material.

Her political conscience had been awakened by the last rumblings of the Algerian war at the end of the Fifties and she now became France's first bona fide protest singer with "Le Mal de Vive", which was instantly banned by the state-controlled broadcasters ORTF. Censorship would be a permanent thorn in her side (and later inspired her album *Repression*).

From 1964, Magny's records were released on Le Chant du Monde, a record label backed by the French Communist Party. With titles like *Frappe Ton Cœur* ("Strike Your Own Heart") and *Vietnam 67*, her albums proved to be harbingers of *les événements*. May 1968 came and Magny was in her element, supporting the students and the workers, taking part in meetings, sit-ins, benefit concerts. She was pro-Cuba, pro-Black Panthers, pro-women's lib, against war in Vietnam, and cared about immigrant workers. She wrote "Les Militants" for the protesters.

Magny's muse was as diverse as her political conviction was intense. She dabbled in free jazz, progressive rock, contemporary music and, in 1973, with *Feu et Rythme*, she won the Grand Prix du Disque from the Académie Charles Cros (the French equivalent and forerunner of the Mercury Music Prize). Along with Léo Ferré, she broke the mould of the traditional French chanson and forged her own direction.

In the late Seventies, Magny's left-wing beliefs began to seem redundant and, following François Mitterrand's election in 1981, her work became less dogmatic. She moved to the Aveyron area, in the southwest of France. She was still a charismatic, primal, visceral performer but seemed happier, perhaps because she had come to terms with her own sexuality. She even mellowed sufficiently to sing "My Heart Belongs To Daddy" and later recorded *Kevork*, a curious album in which she sang the praises of the turkey (on the grounds that a turkey, once domesticated, if released, can revert to its wild condition).

Over the last few years, she suffered from a chronic spinal disease and was often confined to her bed or a wheelchair. Still she railed against "the bastards who pretend I'm already dead. I want to prove to them that I'm still alive, still creating."

Colette Magny's was a unique voice in France and never made any compromises. Yet, in the dozen albums she recorded, she also brought her own brand of blues, poetry and politics to a wider audience, and made French chanson an instrument for social change. Her unparalleled talents and commitment were documented in Sylvie Vadureau's fine biography *Colette Magny, Citoyenne-Blues*.

Pierre Perrone

Colette Magny, singer, songwriter, guitarist, translator; born Paris 31 October 1926; died Villefranche-de-Rouergue, France 12 June 1997.

ROYAL ENGAGEMENTS

The Queen Mother has luncheon with members of the Women's Royal Army Corps Association at the Army and Navy Club, London W1. The Prince of Wales visits Preston North End Football Club, Preston. Lancashire, with President Bill C. and Stanley Mill, Preston, and visits Park Lane Lorry and Truck and Motor Park, Cheadle High School, Preston. The Princess Royal attends the Royal Norfolk Agricultural Association's 150th Anniversary Show, Norwich. Princess Margaret, President, the Guide Association, gives a reception at Kensington Palace for Queen's Guides. The Duke of Gloucester, Patron, Icomos UK

(International Council on Monuments and Sites) attends the Summer Meeting at Canterbury, Kent. The Duke of Kent, President, visits the headquarters of the Royal National Institute, Park Lane, London, a lifeboat station for RNLI Ely and the Duke of Windsor, and in Paris, visits AIDS Trust headquarters, Paris.

Changing of the Guard
The Household Cavalry Mounted Regiment mounts the Queen's Life Guard at Horse Guards, 11am; 1st Battalion The Royal Regiment of Wales mounts the Queen's Guard, at Buckingham Palace, 11.30am, band provided by the Irish Guards.

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هذا من الأصل

Brits on Broadway

'Cats' sets a record, the handsome new Prime Minister is *chez* Tina and the Princess shimmers at her dress sale. It's a swell party for New York, and Kissinger jaws through it all.

By Reggie Nadelson

Daring, you must meet the original Rum Tum Tugger! Cries of "Darling" and "Sweetheart" echoed up and down Broadway at sunset last Thursday. Andrew Lloyd Webber, Trevor Nunn and many dozen, many score of cats, the performers (there have been 231) assembled to celebrate *Cats*, the musical, which on Thursday became, after 6,138 performances, the longest-running show in Broadway history. I mean talk about memories! For the finale that evening, Lord Lloyd Webber sat down at a grand piano on stage and sang the one tune that had been cut from the original show: "Cat Morgan introduces *Cats* itself". It was nice. But, then, I like *Cats*.

It was Brits on Broadway on Thursday and Brits off most of the rest of the past week, still the hottest immigrant group in town since Boss Tweed ruled Tammany Hall. British media queens are now so famous that, on occasion, even real people, recognise them by their first names alone, referring to Tina Brown, editor of *The New Yorker* and Anna Wintour, editor of *Vogue*, as Tina and Anna, as if they were royals. Or models. Even New York's chicest new hairdresser is British, more or less, Irish, anyhow. John Barrett, it is rumoured, did Cherie Blair's hair for Tina's dinner for the Prime Minister on Sunday and Princess Diana's hair for the Christie's party on Monday, but I'm getting ahead of myself.

So many Brits; so little time. Hard to tell if this was the beginning of the end or the end of the beginning of the second British invasion, the invasion of the

mediabrits, the Tinas and Annas, their underlings and colleagues, who came and stayed, who took over the magazines and publishing houses, who danced at the Reagan White House in the Eighties and joined the Labour Party (long distance) for the Nineties.

THURSDAY

Broadway shut down for *Cats*. There was a gala performance at the Winter Garden Theater where, as I said, Rum Tum Tugger embraced Grizabella and Mr Mistoffelees air-kissed, and Trevor Nunn posed for paparazzi looking not a day older than when *Cats* opened in 1982.

"Darling!" Mayor Giuliani declared that, in New York, it was Cats Day, and no wonder. *Cats* has, one way and another, poured \$3.12bn into the New York economy (mostly from tourism) and \$195m in taxes, but then this was an occasion for Fat Cat statistics: that "Memory" has been recorded by more than 180 artists; that the New York production of *Cats* has sold 130,000 sweatshirts; that 19 cast members have died since it all began in 1982. (Worldwide the statistics are even more awesome – the musical has grossed more than \$2.2bn.) Some say that *Cats* is merely a money machine, that *Cats*, and Lloyd Webber with it, somehow ruined Broadway, that somehow the British invasion, musical division (mostly meaning Lloyd Webber) wasn't up to par. Frank Rich, the one-time all-powerful *New York Times* theatre critic

(now turned columnist), felt compelled to rush, yet again, into print last week to tell us how Lloyd Webber Disneyfied Broadway before Disney got hold of it, that it was *Cats* that first delivered the "theme park, tourist oriented spectacle as a Broadway commodity", as if Ziegfeld never existed, and anyhow, who cares?

At the party after the show, I looked at all those cats eating and drinking and I thought: when we're all dead and buried, us and the politicians, the royals, the critics, someone out there is gonna be humming it: "Memoreeeeeeee..."

SUNDAY

I didn't see Henry Kissinger at *Cats*. Maybe he was reflecting on Pol Pot, maybe not. He was everywhere else, though and no one seemed to mind really that Henry the K talked all the way through Tony Blair's speech at the Tina Brown dinner for the Prime Minister. The "private dinner" (I never quite know what private means when we're talking heads of state), the private dinner took place in the new Tina Brown multi-million-dollar apartment she shares with Mr Brown, aka Harry Evans. Evans, head of Random House, the publisher, is of late, it is said, a passionate devotee of New Labour.

The real question, though, was would Tina Brown become British ambassador to Washington? Would Harry Evans be New Labour's "Culture Czar", although candidates for "Culture Czar" seemed

to be lined up now from mid-Manhattan to the Groucho Club.

It was very very hot and the rumours were hotter still. No, Tina Brown did not want to be ambassador. No, President Clinton did not want her for ambassador either because, some whacko alleged – and talk about really wild rumours – it was felt by the White House that she was not especially friendly to the Irish, having turned down an invitation to a state dinner for Mary Robinson.

Late in the afternoon, a spectacular summer storm broke over New York. The Blairs, flying in from Denver and the G7 summit, were delayed. At the Brown-Evans, the assembled had to wait for at least an hour. People mingled. John Kennedy, Jr. did not show. Nor did Steven Spielberg. There were some journalists and novelists, a speechwriter, assorted mediabrits at least two literary agents and a restaurateur. Angelica Houston and Lauren Bacall did for glamour. It got late. Anyone who wanted to eat could eat, said Harry Evans. People looked at the salmon. It looked nice.

Meanwhile, John Prescott and Clare Short (Who? WHO? muttered a few Americans) imported from Britain, a little like the salmon, held the fort.

Eventually, the Prime Minister and Mrs Blair did arrive *chez* Brown and Evans. A group of Labour supporters had been herded into an ante-room where the Blairs were taken first and where they greeted their people. Then they joined the party. Then Blair made a speech (and Kissinger talked through

New York, new frisson: Lord Lloyd-Webber performs to mark the 'Cats' record (top); the Princess of Wales arrives at Christie's with the chairman Lord Hindlip; (left); and Tina Brown and Harry Evans greet the Blairs

it). Blair said how boring the G7 summit in Denver had been, too much bureaucracy, he said, the implication being that next year, when the G7 is held in Birmingham, it will be a lot better. It will have to be a lot better, being in Birmingham and not Denver.

The party over, a lot of New Yorkers were disappointed not to have caught a glimpse of the handsome new Prime Minister. No town likes celebrity as much as New York, especially if it looks good; this is where the tickertape parade was invented. But one of the requirements for real celebration New York style is that we all get to have a look.

People would have liked it a lot if in New York the Blairs had gone for a walk, seen a show or a ballgame or just dined out with the Mayor and his missus. For just a handshake, New York would have thrown itself at the feet of a Prime Minister. For a Prime Minister who took an interest in the city, in its musicians and politicians, lawyers and artists, teachers and actors. New York would have gone the max.

Instead, Tony and Cheri show up, go to dinner with the usual suspects and the dinner barely makes Monday's papers. "Such a cutie guy," a friend said referring to the Prime Minister. "Maybe he'll come back and see us some time."

MONDAY

Kissinger is present again at Christie's for a cocktail party in honour of Princess Diana and the dresses that will be auctioned there for charity.

In the evening, Kissinger enters the room chewing gum. He does not seem especially interested in the burgundy velvet dress with the embroidery or the green sash.

Even before the event starts at six, there is a crush on the sidewalk, a line around the corner, a stack of photographers six deep. Many of the New York ladies who have turned out to view the Princess are dolled up, manicured and pedicured, huffed and shined and lacquered and, therefore, not a little miffed at having to wait in the street.

Jenny Bond, the BBC court correspondent, meanwhile patrols the perimeter in a little yellow outfit. Eventually, we are allowed in. At the

head of the stairs is the woman who organised it all. Meredith Etherington-Smith, a force of nature in basic black with a pink tulip flower pot for a hat on her head.

There are whispers that Anna and Tina are somewhere in a private room as if Christies were a velvet rope night-club with a VIP lounge, but it's just another rumour. A wall of women dressed to the nines, punctuated by men in suits, roams the rooms where Diana's dresses are displayed, all of them, the chiffon and velvet, the silk and sequins, the burgundy and green and black and white.

The fashion folk are out in force. Bill Blaikie here, Arnold Scassi there, Carolyn Roehm, Jessye Norman, the opera diva, is fabulous in pale blue. There are plenty of TV people and reporters and standard issue Brits, and there are, of course, the X-rays. The New York society women, so skinny you can look clean through them, wear tiny dresses and skinny sandals; one woman has ankles so thin I wonder if she can stand up unaided. A hand plays. The Perrier Jouet flows. Waiters bearing trays pass the canapés which include many varieties of white bread sandwich filled with tomatoes or cucumbers, chicken or smoked salmon or, as some one claims, "luncheon meat".

None of it matters. There is only one point to the party, one reason everybody's anted up 250 quid (anyone who paid could come) which, along with the profit from the dresses, will go to Aids and breast cancer research. Suddenly she appears.

In the middle of a protective little group of friends and security men, the Princess appears and the crowd moves towards her. She drifts around greeting people, smiling, shaking hands. She is tall, blonde, and athletic. She wears a pale skinny glittery sheath and high heels. As the party goes on you glimpse her from time to time. She seems to bob along in the middle of the mob of people, like some well-loved object passed from hand to hand.

"I met her. I met her," an American friend says later. "I looked up and she was there and she just smiled and said 'hello' so I just said, 'what a swell party this is'."

Fashion, The Tabloid, page 10

Beware the stealth of the rubbish skip

I was looking at a skip being removed the other day, just idly watching the great metal rubbish being hoisted into the sky, and it suddenly occurred to me that when I was a lad I had never seen this being done because when I was a lad there were no such things as skips.

At least, I can't remember there being such things. When I rewind the patchy and faulty video that I call my memory, I see no pictures of skips in it. I don't know how rubbish was taken away 40 years ago, but I am pretty sure it wasn't in skips. Which leads me to the amazingly simplistic theory that things we all take for granted arrive sort of stealthily and then behave as if they had always been there.

Bar codes for instance. They haven't been around very long. I can remember a time when nothing was bar-coded, and not so very long ago either, a time when Sainsbury's check-out cashiers did not pass objects over little glass screens which then beeped and put the price on the bill. (Incidentally, has there ever been a case of bar-code fraud? Has anyone ever gone into a big store and put

labels with their own bar codes on objects to make a cheaper price ring up? Just a thought...)

I can remember a time before cash machines and credit cards. I can remember a time before LP records. I can remember when there was no such thing as ITV, a time when my mother listened to *My Daily Diary* every day, a time when my father took our car abroad and got it into the ship by driving it into a big net which was then lifted into the boat by a crane. I can remember when people roamed freely inside Stonehenge, and I even have a photo of myself doing that very thing.

What I can't remember is when any of that stopped and when any of the modern things started. I have no vision of a newspaper headline saying, "Rubbish Skips Start Operations in Britain tomorrow", or an announcement to the effect that all the Dale family would be killed off in a final cataclysmic episode. This all steals up on us unawares. Very occasionally things come in with a bang and drum roll, like parking meters or seat belts, and sometimes they go out with an obituary, like National

bobs any more. We don't have shillings or coins with names any more. So what do you think the Cuban car Bob-a-Job Week these days? I'll tell you what they call it. They call it Bob-a-Job Week still because it's still the best possible name, a rare instance of something being preserved from a former age. (I recently went to Spain at a time when the exchange rate was about 230 or 240 pesetas to the pound, and it suddenly struck me that this meant the peseta was worth exactly what the old pre-decimal penny was worth, and that therefore 100 pesetas was eight shillings and fourpence, and a fair lot of good this discovery was to me...)

Another example. I met a man recently who owns a 1930 Bugatti racing car. There was something very odd about it. It had a passenger seat. What on earth did a racing car need a passenger seat for? "To take the mechanic," he said. "Up to about 1932 all racing drivers took mechanics with them. This was because races weren't just around closed circuits – they were also long distance, from Moscow to Paris for example – and they needed mechanics badly."

"Why did they dispense with the extra seat, then?"

"Too many mechanics getting killed."

Now, this was all news to me, but the Bugatti man took it for granted. Just hope someone is making notes of all these changes.

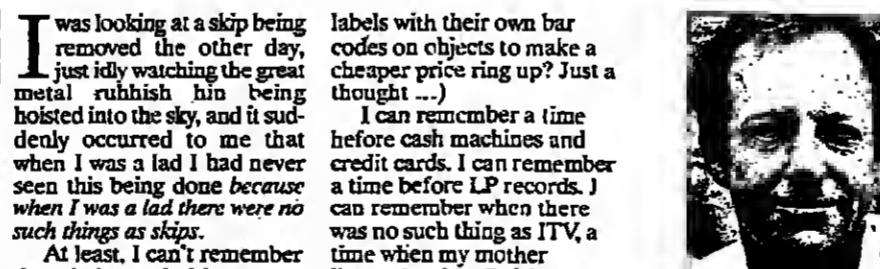
Last example. My nine-year-old son does not know what a Belisha beacon is. Well, he knows what it is, but he doesn't know it is called that. Yet I can remember my father not only telling me the name, but the origin.

"It's named after the man who introduced them, Belisha. Same man who introduced mandarin driving tests."

"Strange name, Hre-Belisha."

"Well," said my father, "the story is that his real name was Hore-Belish, but that he felt this sounds too Jewish, so he moved the hyphen one letter and changed it to Hre-Belisha."

I was too young to doubt his word at the time, but I am not now. Unfortunately, my father is no longer alive. And if anyone is wondering what this piece is all about, you know now. What I want to know is this: does anyone know if there was any truth in what my father said?



Miles Kington

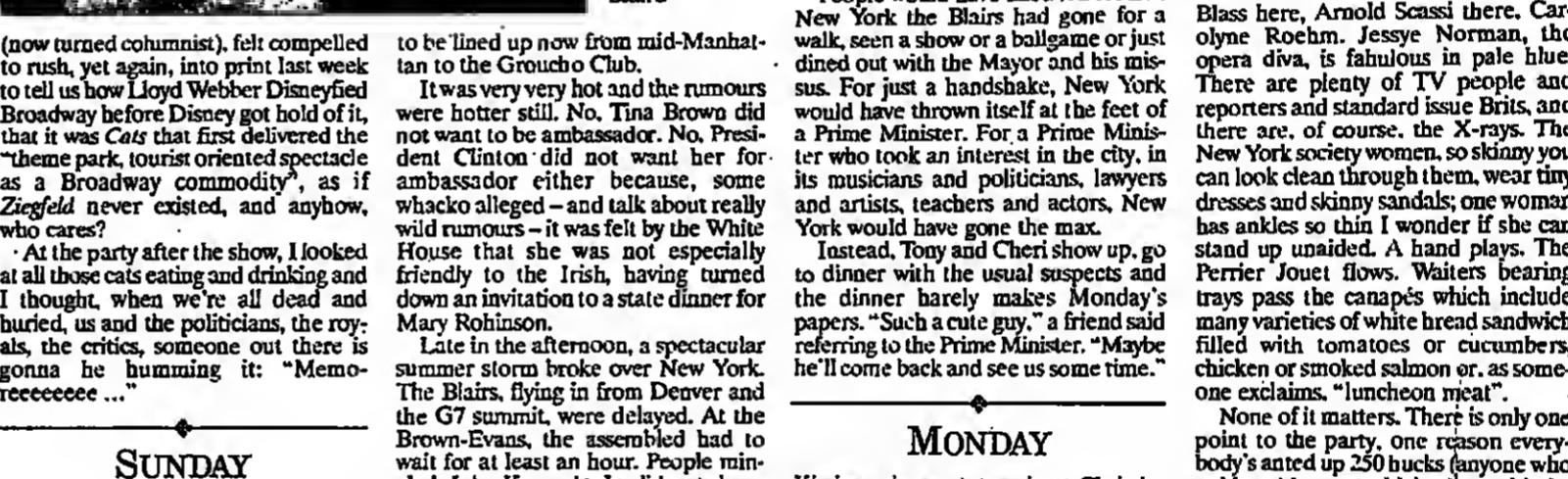
Service, but most things just arrive unnoticed.

Or depart without saying goodbye. A modern child who has seen a car drive on to a ferry would find it hard to believe they were lifted by cranes in the old days. I can remember seeing my first musical postcard – a souvenir postcard which was actually also a 45pm record so that you could play souvenir music on a souvenir picture – and I thought it was so clever that they would always be with us, but I don't think I have seen one for 20 years.

Another example. My son's Cub troop recently did what we used to call Bob-a-Job Week. We don't have

mechanics with them. This was because races weren't just around closed circuits – they were also long distance, from Moscow to Paris for example – and they needed mechanics badly.

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How we be for k

The St
need

How speedy will we be in the race for knowledge?



Hamish McRae
in Phoenix,
Arizona

If there is a new fissure in society, there is also an opportunity for the laggards to catch up

We seem to have had a plethora of summits: Euro-summits, the G7 Plus 1 (Russia) economic summit, the United Nations earth summit, and so on. But the chances are that you haven't heard of the knowledge summit. It is taking place at the moment in Toronto: a gathering of 1,500 people, organised by the Canadian government and the World Bank. Luminaries include Kofi Annan, secretary general of the UN, a couple of presidents, the odd Nobel laureate and a number of academics and writers on the interaction between technology, knowledge and social change.

However sceptical you are about the value of summits (and to judge by the recent crop, a certain scepticism is in order) this one does raise a new and vital issue: the growing division in the world between countries, and people, who have access to knowledge, and those who don't. But if there is a new fissure in society, there is also an opportunity for laggards to catch up.

The most obvious example of the extraordinarily rapid changes taking place in the transfer of knowledge is the Internet. Its development means that the volume of information that is potentially available to anyone in the world with access to a computer and a phone has soared on a scale that has never occurred before in history. This may turn out to be as important as the invention of the printing press. At the moment it is in its infancy and, as with any new technology, it is hard to grasp the social implications. But it is absolutely clear that it can create a new divide, rather like the division a generation or two ago between people who could drive and had access to a car, and the rest: those with a computer and the skill to use it, and those without.

But that is just the newest example of the ways in which knowledge is being transferred. Another is international investment: when a multinational builds a factory in another country, it is transferring not just the production, but also the knowledge associated with it. Companies have to train people to work in the new plant, and countries have to improve their level of general education so that workers can be more easily trained. It is no accident that the fast-growing economies of East Asia place enormous importance on education.

This raises a tough question for any developed country such as our own. In a world where information is almost infinitely available and where knowledge can cross national boundaries at ever-greater speed, how do we sustain a comparative advantage?

There are, of course, some things which governments can do, such as putting computers into schools and now, hooking them up to the Internet. But this cannot just be a job for government. The business community has an enormous part to play. In the US it is increasingly being recognised that the principal asset of a

company is the brains of its people. Capital is not scarce; you can borrow it, or raise it from shareholders. Manufacturing capacity is easily available: you can get anything made, anywhere in the world. The scarce resource is knowledge. The more you can foster that, the more likely you are to succeed. US-based business, in particular, recognises this, and some organisations have established in-house universities to help lift the knowledge base of their staff. I happen to be in the US at the moment because I am working with two such organisations, Arthur Andersen and Motorola, on education programmes. Some UK companies – Rover is a good example – have also worked extremely hard to offer a wide range of educational opportunities for their people. As we will all need to be "retrofitted" with up-to-date skills to cope with the new technologies, there is a strong incentive for employers to carry on pushing up educational levels. The wisest of them will recognise that knowledge is such a complex, subtle thing that they should support a wide variety of education, and not just restrict their activities to job-related training.

All this, though, is concentrating on the supply side: the supply of information, the supply of knowledge, the supply of education. There is a completely different way of looking at the process, which is to look at the demand side. Why do some countries, some people, for that matter, want more and better education? Part of the reason – maybe most of it – for the high educational standards in many East Asian countries, is the demand for knowledge. Supply has risen to meet demand, as much as the other way round.

This matters enormously now that information is becoming infinitely available through the Internet. Sure, information is not the same as knowledge, but as the Internet and associated technologies become more sophisticated, they will become an increasingly important teaching tool. To an extent unique in history, anyone with access to the Internet, wherever he or she is in the world, will have access to the vast pool of global knowledge which has suddenly become available for the price of a local phone call. What will distinguish us will, more and more, be not the supply of knowledge, but our demand for it.

This is why the issues being debated in Toronto matter. A world of infinite information puts a premium on judgement, to sort out the nuggets from the rubble. It also puts a premium on an eagerness to learn. So competition in education will be more and more fostering judgement and enthusiasm. This is an opportunity for developed and developing world alike.

But it is also a threat for those parts of the world, and those people, who can't be bothered. How do you create a knowledge culture? Well, you start by talking and thinking about it.

Arrogance and a fundamental lack of democratic rights within the party cost us the election, says Eric Chalker

Constitutionally, the Conservative Party, my party, is no better than the old Soviet communist party and it stinks. There is a significant attachment to the Conservative leadership electoral process which can escape the casual observer. When the 22 procedures laid down by the 1922 Committee for the conduct of their election come to an end, there is a 23rd. For William Hague, it happened last Thursday evening, following the declaration of his victory over Kenneth Clarke.

The 23rd procedure is the imposition of the MPs' choice on the rest of the party. This takes place at a "party meeting" comprising MPs, MEPs, Conservative peers and members of the National Union Executive Committee. The MPs' choice is required to be "presented for confirmation as party leader" – in other words, as the leader of the whole party, not just its MPs. The significance of this step is not just that this is the point at which the parliamentary party asserts its supremacy over the rest of the party, in hugely undemocratic fashion. It is also the point at which absolute control of Conservative Central Office and the party's central funds passes from the old leader to the new. This control is so absolute it amounts to a form of personal ownership, confirmed by the courts (in defiance of the Inland Revenue) in the early 1980s.

The Conservative Party itself has no corporate form. There can be no democratic structure for a political party that doesn't even have a constitution. Central Office controls the party's disparate parts because of the power that flows from the leader. It is the original "leader's private office", now copied by Tony Blair. Even though Central Office is almost certainly still heavily in debt (for which William Hague now carries personal responsibility), its income

has been deliberately ignored. Last Thursday, despite having given advance notice of my desire to speak on these issues, my request was refused. Yet again, the parliamentary party has demonstrated the arrogance which cost us the last election. It has no real regard at all for party members outside parliament.

The mishandling of the party meeting is no small matter; there is no other occasion that representatives of the constituency associations can attend which has the constitutional authority even to consider the question, let alone decide it. In 1992, over 50 constituency associations attempted to do this by calling a special meeting of the party's Central Council, but they were blocked.

Had I been allowed to speak at last Thursday's meeting, I would have objected to the fact that one person alone has exclusive control of Central Office and its money. I would have objected to the leader's appointment of so-called party chairman and other party officers to exercise authority over the non-parliamentary party. Such officers should be confined to parliamentary affairs, or otherwise elected and answerable to all the party.

I would also have objected to the leader's presumed exclusive right to make policy, across the board, free from any democratic process of decision-making. We need to become vastly more mature in our affairs.

There can be no substantial reform of the party without putting in place a proper party constitution, to guarantee democratic rights for party members and provide for changes to the distribution of power within the party. Without such reform, the party will be going nowhere.

The writer is a member of the Conservative National Union Executive Committee.

from largely secret sources has been so substantial that it puts Tony Blair's private office in the shade. Anomously, the latter is declared in the register of members' interests but the former is not, yet they serve the same purpose, which is the concentration of personal power funded in secret. The exercise of this overwhelming power by Conservative leaders is not subject to any democratic or constitutional constraints and yet it extends over all party activities. It is an astonishing instrument to place in the hands of any party leader. Even more so when that leader has been chosen by such a narrow franchise.

The party leader's claim to this power rests upon the highly questionable device of the so-called party meeting described above. But for such a significant event, the proceedings are seriously flawed. The transfer of so much power – much more than just political leadership – demands a formal resolution, explicitly framed and formally voted upon. This has never been done.

I have attended each of the last three party meetings, including last week's. All have been conducted as political rallies and the constitutional issues that cry out to be addressed

have been deliberately ignored. Last

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advance notice of my desire to speak on these issues, my request was refused. Yet again, the parliamentary party has demonstrated the arrogance which cost us the last election. It has no real regard at all for party members outside parliament.

The mishandling of the party

A climate for change



by Andrew Marr

Most political speeches are unreported because they are propaganda – mild, well-meaning propaganda these days, but propaganda no less. As exercises in thinking out loud – intellectual challenges – they tend to be dreadful, a dispiriting mix of the familiar and the banal. Most of the time, newspapers perform a useful public service in ignoring them.

Who a useful new idea comes, it comes not to politicians, but to scientists, academics, eccentric garden-shed potters, poets or other loners. Then it migrates to policy wonks. Politicians intercept it, at best, shortly before it enters the comfort zone of dinner-party wisdom. They then express it, often rather woodenly, and always late. But we take notice because, by then, the idea may have an impact on our lives.

Tony Blair's speech on global climate change said nothing that hasn't been said better by Edward O Wilson or James Lovelock. But it was a speech very well worth reporting and thinking about. It was a speech that signals a change. It was the beginning of something real, not a piece of passing propaganda or point-scoring.

Labour's view has shifted quickly. Only a few years ago,

I vividly remember a post-lunch conversation with an MP who is now in the Cabinet. I had asked about the environment and received a brisk, earthy description of the failings of the middle classes. Labour was the party of ordinary working people,

and they required industry, and industry meant pollution. That was the price of economic growth. Environmentalism? That was all introspective middle-class digital manipulation.

Times change. I was recently at a seminar on climate change where ministers, scientists, pressure-group leaders, business and civil servants debated global warming. Robin Cook, the Foreign Secretary, argued that an important part of his role will be to act as a goad for economic and social change to avert environmental disasters. In a world of water

shortages, trade arguments and global warming, foreign and environmental policy will fuse.

How very convenient for the left. And, up to a point, green

politics is the new socialism.

Greens and reds share a certain puritanism and a strong belief in state action.

The new environmentalism, like the old socialism, will require growing bureaucracies.

It will need rules to check the free market and, indeed, individual freedoms. It will not be totalitarian. But it will be a finger-wagging, namby-pamby creed.

Here is what the president of

Washington's Worldwatch Institute said seven years ago, when he gave the world 40 years to make the change to an environmentally stable society: "If we have not succeeded by then, environmental deterioration and economic decline are likely

to be feeding on each other,

and industry meant pollution.

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That was all introspective

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to be feeding on each other,

pulling us into a downward spiral of social disintegration."

Doesn't that sound similar to

the prophecy of economic

doom made constantly by the

old Marxists? And – on joy of

joys – it is still the Americans

who are most to blame!

The great difference, however,

is that the Marxist dooms-

ters had a few bad economists

and social scientists on their

side; while the ecological

watch-tappers have real sci-

entists and, increasingly, serious

business figures.

The last thing New Labour

ins rise from fires in South America and Africa, settle in the upper troposphere, and drift eastward across the oceans..."

The

watchers, Wilson muses, might conclude that it was inevitable that some species would eventually gain intelligent control of Earth. But bad luck be mordantly argues, that it was us, who have swiftly become a geophysical force, doubling to 5.5 billion in the past 50 years and scheduled to do the same in the next 50. "No other single species in evolutionary history has ever remotely approached

the sheer mass in protoplasm generated by humanity. Darwin's dice have rolled badly for Earth."

The extreme possibilities that are thrown up by ecological change create

extreme reactions – from mankind-hating eco-warriors to the complacency of unapologetic Western consumerists – the "let's buy a second Merc and stuff the planet" brigade. That is blander than eco-doom but equally extreme, and in part encouraged by the very doominess of the doomsdayers. There has been no middle way between panic and complacency.

Between the extremes, democratic politics must function.

The job of politics is to take these ideas away from the prophets and into the market place; to domesticate them. This will happen in stages. First

comes the softening-up

of New Labour's tax and

regulatory changes may not come

all at once. But come they will, one after another, and in all the same direction. Those who

think that a New Labour adminis-

tration will be necessarily bland had better go back and read that speech once more.

supply an estimated 8,000 heroin addicts.

The main players behind the killing have been abroad since the shooting, which was carried out by a motorcycle gang passenger as the jihadi stopped her car at traffic lights. One suspect is in custody in Britain awaiting trial on serious charges. Others, main dealers and associates, are in Spain and the Netherlands.

The outpouring of public anger at the killing and the impunity of the killers apparently felt marked a watershed. For years Government and police chiefs were too preoccupied with Northern Ireland to sense the enormity of the drug disaster on their own doorstep. The official response, in the absence of the main murderer suspect, has targeted the proceeds of crime, with extensive property, including cars, boats, and even racehorses, being seized by the new

Criminal Assets Bureau.

With up to 80 per cent of addicts known to be male and predominantly unemployed working class, recreation and employment initiatives are now cited as urgent anti-drug priorities. But worrying policing gaps remain, including the lack of a witness protection programme, a measure of the alarming naivety of the authorities in dealing with organised crime in a city where intimidation of juries is assumed. The absence of fast-track promotion for graduates joining the police force, (starting pay for basic entrants: £12,040 a year) discourages precisely the structured intelligence needed to combat sophisticated crime.

Alan Murdoch in Dublin

For Nafisa, life is harsh. Prail and alone, she recently had to give up her work because of failing health. With no family to look after her, and no money, Nafisa can't afford the medicines she needs, or even a proper meal.

Yet, for just over £2 a week, you can change all this. By sponsoring someone like Nafisa, you can buy her the basics of life, such as food, medicine and clothing.

business & city

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BUSINESS & CITY EDITOR: JEREMY WARNER

Liddell carries out 'name and shame' pensions threat

Nic Cicutti
Personal Finance Editor

Helen Liddell, the Economic Secretary, yesterday carried out her threat to 'name and shame' insurers dragging their feet over the pensions mis-selling scandal by attacking Legal & General and the Sedgwick Group for poor responses to the issue.

The minister said she had singled out the two companies because they had failed to understand the urgency

involved in sorting out the question of compensation to those affected.

Mrs Liddell threatened that unless she was convinced by the autumn that companies were on target with their conduct of the pensions review, she would be prepared to take other, unspecified, action to force them to comply.

Her comments followed the publication by the treasury of responses by 24 insurance companies and large financial advice firms, in

which they gave details of how they proposed to resolve the problem. The responses were demanded after a meeting in which Mrs Liddell read the riot act, accusing firms of inertia on the subject.

In a reply to a Parliamentary Question from the Labour MP Stephen Timms yesterday, Mrs Liddell said: "While most of the policy statements sent to me showed a business-like sense of purpose, I regret that there are two which appear to

misunderstand the Government's determination that this matter must be resolved with despatch."

Mrs Liddell singled out the Sedgwick Group, one of the largest firms of independent financial advisers for its response. In its letter, the company claimed to be "disappointed that the minister did not have the opportunity to brief herself on the background prior to calling the meeting at the Treasury, or particularly, writing the follow-up letter to us."

L&G came under fire for suggesting that criticisms contained in the Minister's letter were not justified.

Mrs Liddell said that in about two weeks the Treasury would be releasing details of the speed with which the 24 companies concerned had dealt with pension review cases.

She is also expecting the PIA, currently responsible for tens of thousands of so-called "orphan clients", where IFAs have gone out of busi-

ness, to deal with its cases as swiftly as the rest of the industry.

But the minister warned against shortcuts: "There are some cases that firms are adopting or considering, accelerated case management techniques which will improve the speed of case handling without prejudicing investors' rights."

"However, I shall be looking for evidence that firms are showing their sincerity and commitment to customer service."

Comment, page 21

BDB digital victory may be challenged

Cathy Newman

The award yesterday of three digital terrestrial television licences to British Digital Broadcasting was last night facing the threat of twin legal and regulatory challenges.

United News & Media, part of the losing Digital Television Network consortium, said it was consulting lawyers over the Independent Television Commission's decision to award the licences to BDB, which is backed by Carlton Communications and Granada Group. BSkyB was forced to drop out of BDB at the insistence of the ITC.

However, United could shy away from legal action if it adopts an alternative plan to join the consortium bidding for another of the licences on offer – multiplex A, which will carry the Channel 5 and S4C digital services.

Separately, Ofcom, the telecommunications watchdog, set itself on a collision course with the ITC after it said Sky's withdrawal from BDB was not enough to satisfy competition worries, as the satellite operator had arranged to supply programming.

Don Cruickshank, director general of Ofcom, said: "The participation of BSkyB either as a consortium member or as a long-term supplier of certain pay-TV services, in particular sports programming, raised substantial competition concerns in the pay-TV network and conditional access markets."

United, headed by Lord Hollick, may become involved with digital television through the back door by joining forces with S4C Digital Networks (SDN), the company bidding for multiplex A.

A well-placed senior television source said it was likely that Yorkshire-lyric tees television, which is awaiting a takeover bid from Granada, would pull out of an agreement to take a 40 per cent stake in SDN.

Sources said United would be looking carefully at taking Yorkshire's place and funding SDN's bid, especially as Lord Hollick's media group had a 29 per cent stake in Channel 5. The ITC said yesterday it was still considering the application from SDN for this service.

As it announced the long-awaited licence awards, the ITC praised the quality of programming offered by the rival bidder, Digital Television Network, a consortium backed by the cable company NTL, but said it had had doubts about its financing arrangements.

Peter Rogers, chief executive of the ITC, said: "We did like and prefer the DTN programmes, but we had some worries about their pulling power in terms of revenue and penetration."

The ITC confirmed publicly yesterday that it had taken the "preliminary views" of the European Commission and the Office of Fair Trading, and said it had asked BSkyB to drop its shareholding in BDB but maintain its programming commitments.

Barclay Knapp, NTL's chief executive, said the ITC's decision was disappointing, and raised "continuing and serious concerns in relation to competition and other matters".

Michael Green, chairman of BDB, said it was "a great day for British television", and added that Britain was "at the head of the worldwide digital television revolution".



Good news by fax: (from left) Nigel Walmsley, director of British Digital Broadcasting, David Cameron, head of corporate communications at Carlton Communications and Michael Green, chairman of BDB, celebrating the licence award granted by the ITC yesterday

Crown takes over Regan case

Nigel Cope
City Correspondent

The legal fall-out from Andrew Regan's failed bid for the Co-op took a fresh turn yesterday when the Crown Prosecution Service said it was taking over the criminal proceedings brought by the CWS against him and his allies in the affair.

The decision means that the court hearing scheduled for next week is likely to be adjourned. Mr Regan's lawyers do not expect a hearing until September.

The intervention of the CPS could also mean that Mr Regan's advisers, which include Hamshor Bank and Travers Smith Braithwaite, could be dragged further into the affair with senior figures expected to be subpoenaed.

The CPS said it had referred the case to Greater Manchester Police who had been asked to conduct an investigation into alleged criminal activity. The CPS will then make a decision on whether or not to proceed with the case against Mr Regan, his business partner David Lyons and the former head of CWS retailing, Allan Green.

Both the Co-op and the Regan camp said they had asked the CPS to take on the case. The CWS said: "The seriousness of this situation has been recognised by the appropriate authorities, who have now taken responsibility for the matter."

Mr Regan's lawyer, Ian Burton of Burton Copeland, expressed similar satisfaction: "It is exactly what we wanted. It puts the whole prosecution on a level playing field. But I would be very surprised if they proceed."

If the CPS does proceed it is expected that senior figures at Mr Regan's advisers will be brought in as defendants in the case. These could include Sir Chips Keswick, chief executive of Hamshor Bank which reached a financial settlement with the CWS over its role in the failed £1.2bn bid.

Mr Burton said Mr Regan was very happy to co-operate with the police. It is understood that he will make his files available to the police for inspection. This will include correspondence from the legal, professional and financial advisers who acted on his behalf in the bid.

Pound five-year rates ex

Dave Cope

Investors lambast Sears board

Nigel Cope
City Correspondent

The board of Sears, the struggling retail group, was given a hostile reception at its annual meeting in central London yesterday as small shareholders vented anger over the company's dismal performance.

The directors faced a barrage of angry questions on the pay-off to former chief executive Liam Strong, the company's poor record and the lack of retail experience on the board. There was also more bad news on trading with the group showing a slowdown in childrenswear

sales and failing sales in its footwear operations.

"Looking at the board, it would seem to be wonderfully constituted for anything but a retail company," one small shareholder said.

Another shareholder, a Mr Muriel, criticised the compensation paid to Mr Strong who left the company in April. "He leaves with £465,000. My question is: Why?"

Sir Bob Reid, the Sears chairman, responded by saying that the company was merely fulfilling its contractual obligations. This failed to satisfy the packed audience, with one in-

vestor declaring the payment "blatantly rewarded failure".

Mr Muriel further criticised the board's remuneration committee for agreeing to pay additional sums to Mr Strong if he failed to secure equivalent employment within nine months of his resignation.

Mr Strong was not at the meeting yesterday. Sir Bob said he was "very busy" doing consultancy work.

There was a ripple of ironic applause when Sir Bob announced that David Macdonald was to step down as a non-executive director of Sears after 16 years on the board. The for-

mer Cabinet minister Lord Tebbit, on the Sears board for 10 years, was also the target of a personal attack. "I'd like to know what Norman Tebbit actually does for a retailer?" asked one shareholder. Sir Bob replied: "I will not answer that because I do not intend to talk about individuals. I believe in self-respect."

A trading statement showed that Sears' like-for-like sales in the 19 weeks to 14 June rose 2.5 per cent against a 5.3 per cent jump for the first 11 weeks. Sales slowed at Adams childrenswear while the shoe operations will make a significant loss.

George voices strongest warning on single European currency

Diane Coyle
Economics Editor

Eddie George, Governor of the Bank of England, last night delivered his strongest warning so far against launching the single European currency. The move would be fraught with risk if some member countries had not improved the flexibility of their jobs markets, he said.

"I am frankly nervous at the prospect of introducing the euro at a time of very high and very different rates of unemployment across Europe," Mr

George said in the annual Mais lecture at City University.

The Governor, who is a long-standing if moderate sceptic about monetary union, warned that labour market reform must be an urgent priority for European governments. "We have to find answers to the urgent problem of European unemployment."

Mr George said economic policy had converged to a remarkable degree across Europe, with wide acceptance of the need for stable prices and budgetary discipline. There was a commitment across the political spectrum to macroeconomic stability as a necessary condition for the sustainable growth of output and employment, he said.

But stable macroeconomic policies were not enough, as illustrated by the fact that output had stagnated and unemployment risen inexorably.

Mr George said: "My concern is that the persistence of these wholly unacceptable levels of unemployment across Europe... could begin to undermine public support for macroeconomic stability in some countries."

GEC and B

Det Godekam

Fill your trolley with a TV when you shop at Tesco

Sameena Ahmad

Shoppers at Tesco will soon be able to pick up a television set along with their bread and mange tout at their local store. In the next two months the UK's leading supermarket group intends to roll out the sale of televisions in almost 300 of its stores around the country.

This marks the start of a big, but belated push by Tesco into the brown goods market – televisions, videos and audio equipment.

Asda and Sainsbury, through its SavaCentres, already sell a range of brown goods. Safeway is also known to be talking to suppliers about introducing electrical goods.

Analysts said that while Tesco's move, which represents an escalation in the war between the supermarket groups, was highly risky for the company it could damage the profits of the high street electrical shops like Dixons and Kingfisher. These companies will have to match Tesco's prices and it will hit profitability, the analyst added.

This is high risk for Tesco. Electrical goods is such a nasty price-competitive market. People will be asking what Tesco is doing in such a tough area. Most of the retailers don't make any money on these products, just on the warranties," said one leading retail analyst who declined to be named. "If it is true, it is certainly very negative for Dixons and Kingfisher. These companies will have to match Tesco's prices and it will hit profitability," the analyst added.

Tesco is already trialling the sale of a limited number of television in its largest UK store, the Pitsea hypermarket near Basildon in Essex. The group brought in 24 Amstrad 14-inch televisions into the store on 10 June for a cut price of £119, which "sold out in three hours", according to a spokesperson at the store.

Yesterday Tesco's Pitsea shop put 16 flat screen, 28-inch Bush televisions, made by electrical group Alba, on the shelves sell-

ing for £299.99. "They've only been here for a few hours and already most are gone,"

Though a spokesperson for Tesco said it had "no plans to sell on an ongoing basis in any other store apart from Pitsea", sources within the company confirmed there would be a rollout of televisions and possibly videos into the group's 297 supermarkets within the next two months. "We expect to be briefed near the end of the week and go nationwide in a couple of months. All our major superstores will be selling televisions," said one insider.

Over the last few years supermarkets have been gradually expanding beyond their core food and drink products to use floor space as effectively as possible. Sainsbury has announced a deal with healthcare group Sinclair Montrouze to open in-store doctor surgeries. Asda linked up with George Davies, ousted chairman of Next, to sell clothes.

Eurotunnel wants to extend its Channel Tunnel concession after the company met British and French government officials to press its case for the first time since Labour got back into power, writes Michael Harrison.

Eurotunnel wants its concession lengthened from 65 to 99 years. It has warned that without an extension it will probably not get shareholder support for an £8.7bn debt refinancing at an extraordinary meeting on 10 July.

After yesterday's talks in Paris the UK Department of Transport said: "We will negotiate constructively but we will not be bound by any timetable."

The two governments are almost certain to exact a price for extending the concession beyond 2052 – probably in the shape of a share in future revenues.

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4690	7800	21400	20000	20000	20000	7800
4640	7785	21400	20000	20000	20000	7785
4610	7765	21400	20000	20000	20000	7765
4580	7745	21400	20000	20000	20000	7745
4550	7725	21400	20000	20000	20000	7725
4520	7705	21400	20000	20000	20000	7705
4490	7685	21400	20000	20000	20000	7685
4460	7665	21400	20000	20000	20000	7665
4430	7645	21400	20			



COMMENT

'Sky continues to be a leading participant in the new platform even though it has been excluded from ownership. A great chunk of the programming will be supplied by BSkyB under the same sort of terms it already supplies the cable industry'

Decisions like this should not be left to the ITC

So the Independent Television Commission has finally gone and done what it was determined to do all along and awarded all three new licences for digital terrestrial television in British Digital Broadcasting. As a sop to the competition authorities, Sky has been ejected from the winning consortium, but with £75m of "piss off quick" money neatly stashed in its back pocket it seems to have been more than adequately compensated for playing the bogeyman.

Actually there's a view in the City that £75m rather underestimates the value of its one-third equity stake in the successful bidder. Some analysts are already valuing the company, now that it has won the licences, at more than £1bn. Not bad for a franchise which carries no Exchequer levy whatsoever. None the less, Granada and Carlton would plainly have been better off had Sky never been included. Before investing any more in digital terrestrial than the cost of preparing the bid, they now start £75m down.

Now does everyone share the ITC's view that it has solved the competition problem by excluding Sky from equity participation. Indeed the ITC seems to be displaying not a little naivety in believing the bid has now been lanced. The point is that Sky continues to be a leading participant in the new platform even though it has been excluded from ownership. A great chunk of the programming will be supplied by BSkyB under the same sort of terms it already supplies the cable industry. In other words it will be able to extend Sky movies and

sport on in the new digital platform. Sky will probably also supply the basic subscription technology and management systems.

According to Don Cruickshank, director general of Ofstel, this in itself raises substantial competition concerns in the pay TV network and conditional access markets. Even if the rival bidder, Digital Television Network, doesn't mount a legal challenge to the ITC's decision, Mr Cruickshank seems to be laying down a clear marker. What in effect he's saying is that the ITC is not qualified or adequately positioned to deal with these concerns. It's hard to disagree. There's more than a hint in this latest decision of the old IBA. Stuck together deals in smoke-filled rooms usually result in unsatisfactory compromise and that's precisely what seems to have happened here.

The need for a full-time economic regulator of this industry – an Ofcom – grows steadily more urgent. That job should go to the ITC, but to Mr Cruickshank at Ofstel. Leave regulation of content to the ITC by all means, but the business of ensuring and safeguarding adequate competition seems to require a rather more sophisticated and modern approach.

Wrong move by pensions firms

Memo to the financial services industry: If you are planning to write to Helen Liddell, the Economic Secretary to the Treasury,

be sure to eat some humble pie. This, at least, must be the conclusion from yesterday's "naming and shaming" of Legal & General and the Sedgwick Group, two companies heavily involved in the mis-selling of personal pensions in the late 1980s and early 1990s.

Last month, Mrs Liddell wrote to 24 life insurers and large financial advice firms, of which Sedgwick is one, asking them to tell her how they proposed to clear the backlog of pension cases still waiting to be processed. Almost without exception, the replies not only provided details but added covering letters in which they assured the new Minister of their determination to resolve this long-running problem as swiftly as possible.

In several instances, they also pointed out to Mrs Liddell that there were a number of problems in reinstating pensions mis-selling victims back into their former occupational schemes. The most significant hold-up appears to be the slowness with which some company schemes are delivering information about their former members back to the insurance industry.

Mrs Liddell seems willing to listen to mitigation of this sort and has promised to take action, particularly with public sector pension schemes, some of which are dragging their feet and have re-admitted barely any former members. But Legal & General and Sedgwick went further than this. L&G chose to tell the Minister that its board did not believe criticisms of the industry's inactivity in her letter were justified. Sedgwick

suggested that Mrs Liddell had not been properly briefed before her meeting with the industry last month and in relation to her subsequent letter.

Big mistake. Their record may not be the worst among the 24 firms summoned in the Treasury last month. But by failing to show contrition, they've now had themselves "named and shamed". Mrs Liddell is absolutely right to do this, unfair though it might be. As she made clear yesterday, it is an outrage for 18,000 people to have died without being compensated by the industry. Everybody is tired of hearing excuses.

The scandal of 600,000 people still waiting for their cases to be dealt with demands more than the observation that Ministers have not been properly briefed, especially from companies like Sedgwick, which still has in complete its mailing to all potentially affected clients. The industry would do well to heed the lesson of yesterday's first "name and shame" exercise, or more companies will face Mrs Liddell's wrath.

High risks as the pound soars

The pound's remarkable climb is due to two things: euro troubles and dollar wobbles. It is a simple choice for investors. On the one hand, the British economy is belling away and interest rates are bound to rise during the summer. On the other hand – well,

there is no other band actually. Single currency turmoil makes the main European currencies unappealing, and the euro itself seems increasingly likely to be a soft currency. Across the Atlantic, the US economy looks just dandy, but with the next interest rate rise teetering and the risk of Japanese investors pulling out increasing, the risks are greater. Sterling therefore looks to currency markets like an ideal one-way bet. Some analysts are talking about it reaching DM3 before long.

The catch is that the higher the pound climbs, the more overvalued it becomes, and the more damage it does to the balance of payments. There is a consequently greater risk of correction. Goldman Sachs yesterday sent clients a circular saying the currency was already 15 per cent overvalued and advised them to sell rather than buy.

Undoubtedly Goldman is right about this but as ever timing is all in markets. The correction could come as early as the next rise in base rates, which might prompt profit taking. If Wall Street dives because of a Japanese sell-off, sterling would probably drop with the dollar. Or it could be the next re-evaluation of prospects for US interest rates. Who knows. Continental politicians might even get the EMU roadshow back on track.

Whatever the case, most of us will be keeping our fingers crossed that sterling stays at these giddy heights long enough to sustain our Continental holidays.

Pound bounces to five-year high on rates expectations

Diane Coyle
Economics Editor

The pound touched its highest level for five years yesterday, driven by the firm expectation that the Bank of England will increase interest rates soon after next week's Budget.

Sterling's exchange rate ended unchanged at just over DM2.87, having climbed above DM2.88 during the day.

Separately, shares bounced higher on both sides of the Atlantic, shrugging off Monday's dramatic dive on Wall Street. The FTSE 100 index ended up nearly 21 points at 4,596.3, and the Dow Jones index was nearly 50 points up at 7,653.57 by late morning.

Some analysts were predicting that the pound might reach DM2 before long. James Barty, UK economist at Deutsche Morgan Grenfell, said: "Everybody is very gung-ho about the prospect for a base rate increase."

Interest rates could rise by half a point as early as the week after the Budget, when the Bank's monetary policy committee next meets, he said.

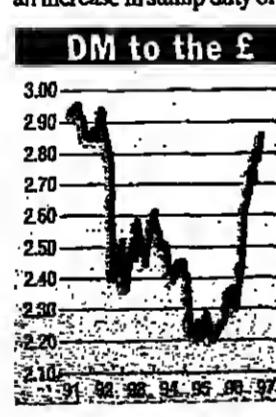
Yesterday brought a fresh plea to Gordon Brown, Chancellor of the Exchequer, to raise rates next week, and take some of the pressure off interest rates. The Item Club, which

forecasts the economy for accountancy firm Ernst & Young, said a tough Budget was necessary to prevent spending spiralling out of control.

Item Club economist John Gaster said: "If consumer spending is running away in the autumn, drastic interest rate increases will be needed."

Other pre-Budget lobbying came from the Royal Institute of Chartered Surveyors (Rics), but in this case against possible Budget tax increases. In its latest survey of estate agents it said house prices climbed in the three months to May due to the shortage of property for sale.

According to spokesman Ian Perry: "We expect to see more sellers taking the plunge once the Budget is behind us." But an increase in stamp duty or the



GEC and BT spur property prices

Chris Godsmark
Business Correspondent

GEC, the electronics and defence giant, has ignited the central London property market with a £2m-plus deal to move from its long-standing Mayfair headquarters building.

The agreement came as British Telecom was said to be close to securing a deal worth up to £2.5m to take over a new building in Berkeley Square to use as the headquarters for Concert after the merger later this year with MCI. Property experts said the two agreements, the first of their kind in the West End of London for at least a

year, had already added more than 10 per cent to office rental prices.

The lease on GEC's existing building, in Stanhope Gate, was due to expire in August 1998 and the building's owner, the National Westminster Bank pension fund, is thought likely to redevelop the site. GEC has occupied the offices, in one of London's most expensive districts around the corner from Park Lane, since the 1960s. Its sparsely decorated interior, in marked contrast to most other leading company headquarters, came to symbolise the tough cost control of Lord Weinstock, GEC's long-serving former

managing director. GEC's new management, led by George Simpson, is to move to a refurbished office nearby, on the corner of Bond Street.

Property sources suggested GEC had paid more than £45 per square foot for the lease on the 44,000 sq ft building. Keith Williams of Jones Lang Wootton, the commercial property agents handling the deal, said: "It's under offer so terms have been agreed. We expect to complete the legal paperwork in about three months."

BT said it had not yet agreed terms on the Berkeley Square building, one of the largest new developments in the exclusive

part of London since the recession, and denied suggestions that it was paying in excess of £50 per sq ft for 48,000 square feet of office space. On top of the annual rental fee of up to £2.5m, experts predicted BT could spend as much as £5m fitting the building out.

The move to Berkeley square for a handful of senior Concert staff represents a victory for Sir Peter Bonfield, BT's chief executive, over MCI executives who had wanted a location closer to Heathrow Airport. Most BT employees will stay at the existing headquarters for the UK operations near St Paul's Cathedral.

First Leisure directors ousted after warning

Andrew Yates

Michael Grade, the former head of Channel 4, yesterday announced a big management shake-up at First Leisure less than a month after taking up his new job as executive chairman at the leisure group.

The news also accompanied a shock warning that its bingo division was expected to make a loss of £2.6m in the current financial year. It announced yesterday that the division had slumped £1.3m into the red in the six months to April.

Nick Tamblin, the director responsible for First Leisure's

bingo business and four other top bingo executives have gone in the management call.

The restructuring of the bingo division will cost £2.4m, including pay-offs for Mr Tamblin as well as for John Conlan, former group chief executive, who left last month, which have yet to be disclosed.

Mike Payne, a director, will be in charge of all of operating divisions. "We needed to make some changes. I have cleared the lines of command, but the business still needs an awful lot of fine-tuning," said Mr Grade.

Investment column and People & Business, page 22

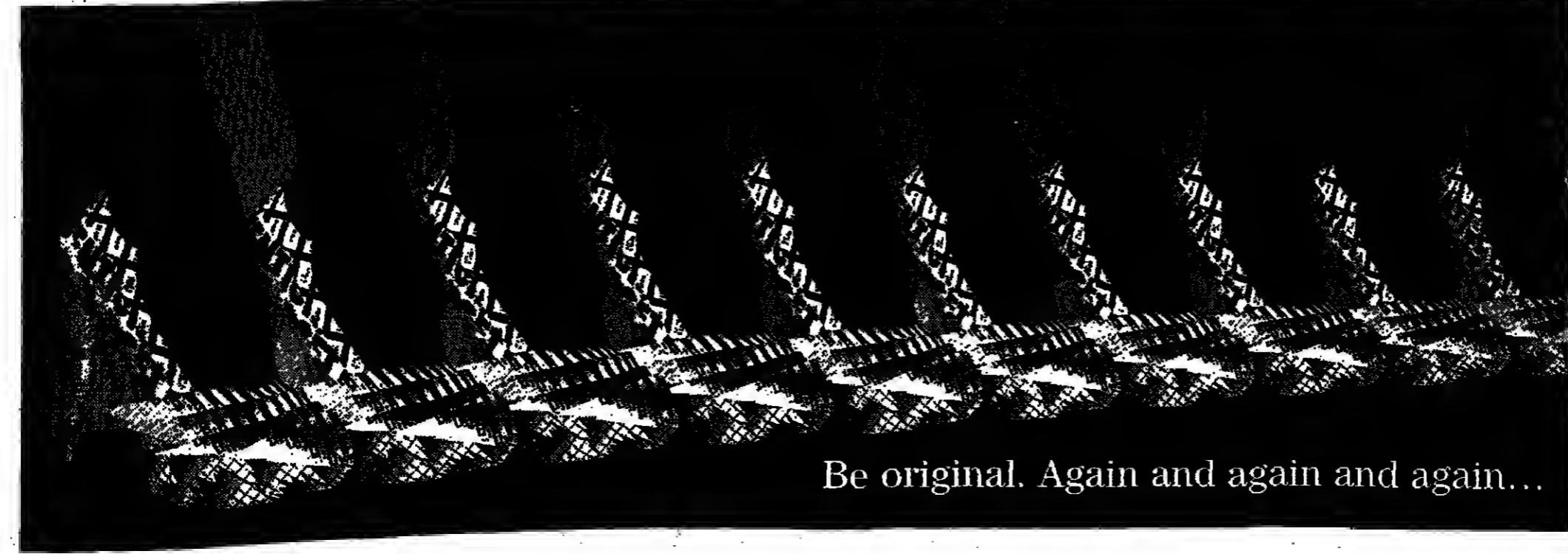
Ofcom, the telephone's watchdog, has made a final order banning British Telecom from offering special deals to win back customers who deserted to the cable companies. Yesterday's ruling confirms a preliminary decision by Ofcom to stop the campaign on the grounds that it unfairly targeted other companies' customers.

Don Cruickshank, the regulator, said the "win-back" reconnection offer involved two breaches of BT's licence: it had been offered at less than the cost of providing the service and discriminated between different classes of customer.

Majestic Wine profits up a heady 60%

Majestic Wine, the UK's largest wine warehouse chain, announced a 60 per cent rise in pre-tax profits to £1.95m for the year to March in its first results since floating on the Alternative Investment Market last November. The figures came on the back of strong demand for fine wines and champagne, with Chilean and New Zealand wines proving notably popular. Chief executive Tim How plans to double the size of its 65-strong wine chain to create a national presence by opening around 10 warehouses a year. He is seeking new sites in places such as Newcastle, York and Cardiff to expand Majestic from its heartland in the South of England.

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SmithKline halts trials in arthritis drug setback

Sameena Ahmad

SmithKline Beecham said yesterday that late-stage trials of a significant new drug to treat rheumatoid arthritis had to be stopped because of a potentially dangerous effect on the immune system of patients.

Analysts said news of the drug's suspension was a setback as it was one of the group's 10 blockbuster drugs due to be released before the year 2000, with potential peak sales of around £300m. Shares in the group fell 19p to £10.48.

Glaxo Wellcome, which is developing a similar class of drug – known as an anti CD4 monoclonal antibody – in for arthritis gained 6p to £12.52.

Several drug companies are competing fiercely for a share of the multi-billion-dollar anti-arthritis market, where there is currently no effective treatment.

The phase-three trial results

showed that 35 of the 103 patients completing the first month of treatment had reduced CD4 cell counts – indicating a weaker immune system – compared with just 10 of the larger phase-two trial.

Mark Brewer from Hoare Govett said: "This could be quite significant. SmithKline has been talking very positively about this drug. We expected it to make around £20m in 2000 and £300m in 2003. Anti-inflammatory and tissue repair is one of SmithKline's key research areas."

Kevin Scotcher from NatWest said that the potential side effects from the drug were quite serious. "By making the immune system weaker, the drug creates an artificial HIV situation. This drug seems to work, but the side-effects may far outweigh the benefits."

However analysts said they were not changing their views

senior staff to run the operation.

Industry observers expect Media Business's move to be followed by a rash of media companies opening up offices in Scotland in the next few months. There are only two media buying companies, Faulds Advertising and Feather Brooksbank, serving the whole of Scotland and advertisers are clamouring for more choice.

Apart from having several Scottish clients, which include Royal Bank of Scotland and Scotsman Publications, management at Media Business believes the Scottish market is ripe for exploitation.

Those beliefs are shared by

other media groups. Bert Hardy, chief executive of European Press Holdings, said: "After devolution, advertisers will begin to focus more on Scotland as a marketing area, paying more attention to the Scottish consumer as an entity."

Scotland has recently scored several notable successes in attracting big businesses, which may also persuade advertising agencies to make the move north.

It is also understood that Edinburgh's old GPO building is being earmarked for the creation of a vast media centre to house journalists covering parliamentary matters in Scotland.

Halma pays for neglecting investors

THE INVESTMENT COLUMN

EDITED BY MAGNUS GRIMOND

Halma appeared to walk on water in the first 22 years after its chairman, David Barber, arrived at the engineering group in the early 1970s. The City was understandably mesmerised by a formula that has produced a probably unequalled record of 24 per cent a year compound earnings growth since 1973. But Halma appears to have succumbed to the hubris that eventually seems to afflict all such success stories. Yesterday the group announced its third profits disappointment in as many years, sending the shares slithering 27.5p to 162.5p, taking their underperformance against the rest of the market to 30 per cent over three years.

The immediate cause of the savage share price reaction was news of a 10 per cent increase in pre-tax profits to £37.1m in the year to March, with earnings growth trailing along at 9 per cent. Respectable enough for most companies, that sort of rise is pedestrian in the context of a group which has traditionally been accorded a premium rating for double-digit growth.

The problems stemmed from two of the largest of Halma's 48 subsidiaries, Apollo, the world's third-largest maker of fire detectors, and Memco, the leading global maker of sensors for lift doors, together account for a fifth of group turnover. With exports accounting for over half their output, the strong pound hit profits hard.

More serious was the revelation that Memco's difficulties with a component supplier which emerged the previous year had not been sorted out. Coming on top of pricing pressures and a strike at large US customers, profits there were hammered. Overall the downturn at the two subsidiaries came to around £2.5m last year.

But the real problem is that, like so many successful companies, Halma started to neglect its investors while things were going well and is reaping the City's wrath at the first signs of a stumble. The Barber philosophy remains intact. The acquisition of small companies which lead niche markets and are then made to sweat by highly financially motivated management will continue to deliver the goods. Last year, a £21m outlay on acquisitions delivered £3.25m of additional profits.

But the City will no longer take that on trust, even with the recent appointment of Lord McGowan, chairman of stockbrokers Pannure Gordon, as a non-executive director. Profit forecasts trimmed to around £43m this year would put the shares on a forward

p/e of 15. That could be a buying opportunity, with a one-for-three scrip issue in prospect to increase liquidity.

No quick fix for First Leisure

Michael Grade has wasted no time in making his presence felt at the head of First Leisure, the bingo to nightclub business founded by his uncle, Lord Delfont. Heads have already begun to roll since he was appointed executive chairman last month. The top four executives at its ailing bingo business have been given their marching orders. Nick Tanbly, the board member responsible for the bingo division, is also on his way out.

This management upheaval, together with the undisclosed pay-off for former chief executive John Conlan, who resigned earlier this year to make way for Mr Grade, is likely to cost First Leisure £2.4m.

Mr Grade's reforms have not come

a moment too soon. First Leisure has clearly lost its way in recent years. Pre-tax profits for the half-year to April fell to £17.2m from £18.1m before. The main culprit was the bingo division, which made a loss of £1.3m. Like-for-like sales at the Ritz and Riva bingo hall chains have slumped an alarming 25 per cent.

Mr Grade hopes that the new bingo management, poached from Rank, will be able to turn the business around by paying out more money in prizes, improving the facilities on offer and splashing out more on marketing. But there is no quick fix. The business will probably lose another £1.3m in the second half.

Elsewhere, prospects for the health club operation look encouraging, even if last month it bought the upmarket Riverside health and fitness chain for what looks a full price of £61m. Mr Grade's plans to roll out further clubs around the country over the next few years.

First Leisure's other divisions, including nightclubs, bars and leisure attractions such as the Blackpool Tower, are showing steady but hardly spectacular growth.

Markets are still far from easy. Economic recession in France was to blame for the fall in profits from £10.4m to £9.8m in the year to March and consumers in the UK are still apparently reluctant to part with their building society windfalls.

There is also the uncertainty over the effect of Labour's first Budget next week on consumer confidence. The test will be on the all-important second half, which includes the key Christmas trading season.

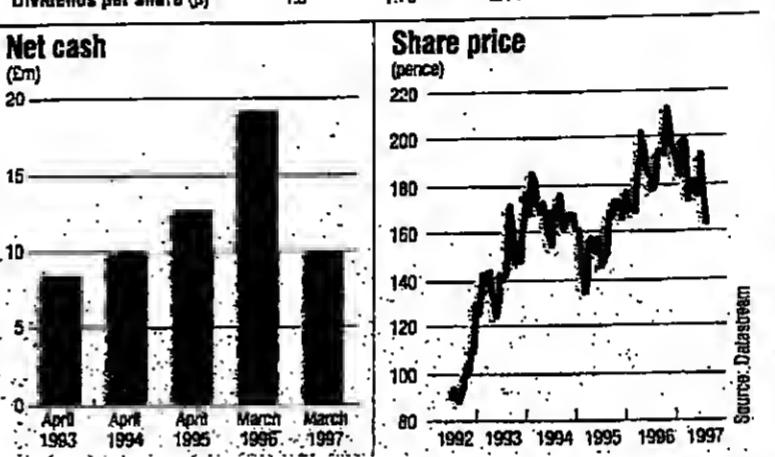
Even so, Alba already looks in better shape. It has cut back its French business to around 3 per cent of sales from 10 per cent before and has closed a clutch of warehouses in the UK.

There is also plenty of potential to improve the recent Roadstar acquisition, which adds new products in audio in-car entertainment, and create a single European distribution and warehousing hub. On 182.5p, up 4.5p, the group's shares are on a forward p/e ratio of 11. About right.

Halma: At a glance

Market value: £438m, share price 162.5p

Five-year record	1993	1994	1995	1996	1997
Turnover (£m)	110	135	154	174	200
Pre-tax profits (£m)	20.9	25.1	29.2	33.6	37.1
Earnings per share (p)	5.59	6.39	7.45	8.58	9.35
Dividends per share (p)	1.5	1.78	2.14	2.56	3.08



Source: Datastream

PEOPLE & BUSINESS

Daddy's study – to try to locate the missing Ricicles.

The collapse of parental authority was swift and dramatic," Mr Stewart writes. The Ricicles had to be restored.

What this has to do with Mr Stewart's views on insolvency law I have no idea, but it certainly provides light relief from his other, longer article in the same issue, headed: "What does section 426 actually mean?" I often find myself asking the same question.

Congratulations to Michael Hart, chairman of Foreign & Colonial Management, who is to become the new director general of the Association of Investment Trust Companies. Mr Hart is a heavyweight figure in the industry who is

about to retire from Foreign and Colonial, where he has worked since 1954. From January next year he will replace the present incumbent, Ernest Fenton, who has spent four and a half years in the role.

Mr Fenton is retiring to devote all his energies to his large farm in Tunbridge Wells, which produces top quality beef.

Born in Scotland, Mr Fenton has recently sold most of his Scottish interests in order to concentrate on the farm. He is also helping to organise a "phantom pheasant shoot" with gun makers Holland & Holland in aid of cancer charities this November, during which City bods will be invited to blast away at clay pigeons.

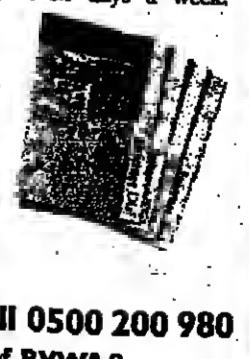
John Willcock

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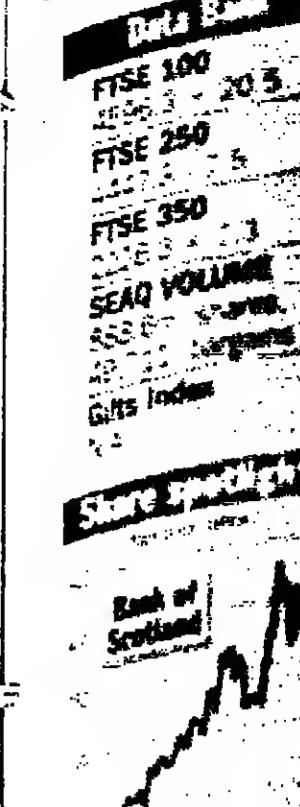
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Source: Datastream

Steve Homer listens to the experts' advice and looks at how to steer clear of the pitfalls when setting up a small or home office

Steps to turn your dream into a reality

There is probably no other business sector so replete with misty-eyed optimism as the small office/home office sector. Known as Soho for short, it encompasses the dreams of managers escaping large companies to set up on their own, it allows parents to work part-time from home to spend more time with their children, it allows those bored with working at home to open up offices outside the home, regaining a home life and much more besides. But one thing dominates the Soho sector - you are on your own and there are 101 things you have not thought of.

Most people remember to get a phone line connected. They know they need a desk and a chair and, probably, a computer. But that can be as far as it goes. The actual physical layout of your office is important to your efficient operation.

"I think asking where you are going to work and the ergonomics you are going to work in are as or more important than which computer you

are going to buy," says Roger Crumpton, general manager of the Computer Suppliers Federation. "Work out which room you are going to work in and sort it out properly. If you are getting an office, take the time to plan it properly."

Mr Crumpton is only too aware of the pitfalls of the home office. Occasionally he works from home, out of a small bedroom, and the results are not satisfactory. There is not enough space. "Your computer and your papers need room to coexist," he says. "You need enough space to support the infrastructure such as a cupboard for stationery and printer ribbons or cartridges. Most people pile them up in a corner and they tumble down when you are doing things. You should expect as much money and effort setting up your own office as you would expect an employer to do for you."

"But once you have your nice, easy-to-occupy office what should you be focusing on?" Joe Macri, head of the small

business group at Microsoft, quotes from a recent report published by the Small Business Trust. "The number one issue for small businesses is a lack of sales. How do they get business. Second issue is cash flow management which is related to late payment. Neither of these can be solved by technology but it can help."

For new businesses Mr Macri says the most important function is to make people aware of your new products and services. To do this you do not need the most expensive, sophisticated software. You need common sense. "You can use the basics such as word processing, spreadsheets and databases for competitive advantage. For example, a small business can use a laser printer for the things that larger companies might go to an outside printer for and you can do a newsletter using your ordinary word processor. You don't necessarily need a specialist package."

Mr Macri says the Internet is another way of spreading the word. But it is not all plain sailing. "Putting information on the Web is a bit like having a corner shop. You are only going to attract the people that come by. Does the product or service you are offering lend itself to the medium?"

For repeat business a good customer database, and keeping data up to date, is invaluable.

As for late payment he sees this more in terms of a problem of legislation, not of technology, but good records help small companies to chase late payers and gives them the ammunition they need to confront persistent offenders. Simple personal

finance packages such as Quicken or Microsoft Money can be suitable for small businesses, or packages like Sage.

Ralph Musgrave, senior product manager for Winfax at software company Semantec, believes small business people should go for simple software products that are easy to run and should ignore large, complicated business packages. "Small businesses lack technical expertise and if you are working on your own you know what your level of technical expertise is! So go for software such as Quicken a popular personal financial

package that helps you with a business function and can be very useful."

Today the PC can be your fax machine, answering machine, voice mail system and much more.

"So people want to look bigger than they are so voice mail and things like that can make you look more professional," says Ralph Musgrave, who comes with Winfax [software that lets you PC send and receive faxes], can use different extensions in the computer so you can have a message that says 'push one for marketing, two for sales' and so on. You can set it up so that

from 5pm to 9am it can say, 'sorry the office is now closed', and during the day it can say, 'all lines are busy'.

Once you have set up your office there is one big thing you may have overlooked, and it could cost you dear - insurance.

People working from home seem to be the most unaware. "They either think they are covered by their employer's policy or their household insurance," says Sean Green, the Norwich Union's household insurance marketing manager.

Depending on what sort of business you are running, your

existing policy may cover most of the risk or you may need to change your policy considerably. You will probably need extra public liability and theft cover and you may need professional indemnity.

"Your first port of call should be your existing insurance provider," says Simon Careless, a director of commercial insurance brokers Francis, Townsend and Hayward. "You need to notify them anyway if you are going to be working from home. You don't want to start a commercial policy unless you have to as the minimum premium is around £250."

However it is not all plain sailing. "If you are working from home then the insurer will have to make sure that your occupation is acceptable. They may not like it if floods of people are coming through your home or you are keeping lots of stock on site."

Where a few years ago it was virtually impossible to find anyone with a policy that would easily cover your computer at home if you started working there, today most companies will offer cover for up to £15,000 worth of office equipment at home - for a price.

Most policies for home and small offices will also cover your portable while you are out of the office and most will also cover the petty cash.

There never has been a better time for striking out on your own. There is technology that will allow you to maximise your impact and multiply the effect of your skills. Software to make it work easily, insurance so you need never be in too much trouble and a climate that is friendly to small businesses.



With the help of technology and a friendly economic climate, there has never been a better time to set up a home office

Make sense of the computer conundrum

There is always a better PC around the corner, but Steve Homer finds out how to decide which machine to buy now

need the most powerful machines in the world. Anything that is quite graphics-intensive needs more power and you should buy an MMX-based machine."

MMX is a technology Intel released in January that will speed up so-called multimedia programs. While there are few programs out there that will fully take advantage of the technology, many MMX programs are in the pipeline and as you are likely to keep your computer for several years it would probably be a false economy to buy a non-MMX machine unless you were sticking resolutely to simple word processing.

Most people can get by with pretty basic technology

only allow companies to look bigger than they are but can allow them to present themselves more favourably. With a combination of technologies such as digital cameras and colour printers, companies can present themselves in a truly professional and exciting way.

Roger Crumpton, general manager of the Computer Suppliers Federation, wants people to think wider than the specification of their PC.

If you are buying something like a printer, think of the breadth of use, not of the performance. So if you occasionally need colour or sometimes need very high quality then you might be able to find that in your budget by going for

adequate for business and, given the economies of scale they enjoy, can be a good business choice.

"You don't need to think too much about graphics cards and so on but you don't want to get an under-specified machine in case you need more facilities in the future. You should buy the highest spec, best performance machine you can. Not necessarily the fastest but, for example, consider 17in monitor over a 14in one. You don't need to go for the most powerful processor but you should probably choose an MMX. Any [processor of] 133MHz [speed] or above is good for almost anything you are likely to do. But compare the price differential of a 166MHz. At the moment you might as well pay the extra £50 for a faster machine."

Mr Andon says buyers should check out the warranties carefully. He advises against taking a retailer's warranty as the manufacturer is usually adequate and in any case machines are pretty reliable these days.

He does suggest trying to check out a company's service ethos. "Check when help is available, see how long you have for it, see if you have to ring a premium-rate number to get support. Sorting out a problem on a computer can be a time-consuming thing and you can end up spending a fortune getting your computer fixed."

One last point worth restating. Don't be too cheap on what you buy. Nick Eades of IBM suggests buying from a named brand - "if it really matters to your business. If the company screws up, for what ever reason, if the company you bought from has gone out of business your business might as well, while you wait for your machine to be fixed." This might overstate the case but make sure you know what you will do if everything goes wrong.

This is important. While you might not rely on your computer when you first buy it, chances are six months down the line you will.

Monkey puzzle #52: How to find a desktop PC that will impress the people who pay for it as much as the people who use it.



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Netting a tool that will become vital

Steve Homer

Like it or not you cannot ignore the Internet.

The Internet is a worldwide network of linked computers that you can explore for free. To access the Internet you pay an Internet service provider (ISP) around £10 to £15 per month and after that everything else is free. Some companies that provide extra services add a time-based usage charge on top of the basic connection fee. For the busy professional most would agree the Internet is an invaluable source of information and communications.

The two most important components of the Internet are electronic mail, known as e-mail, and the World Wide Web. E-mail lets you communicate with people all over the world almost instantly but it is probably most useful in dealing with people that you have strong business relationships with.

A useful feature of e-mail is that you can reply to a mail sent in you with just a single click and so you can set up a very efficient dialogue. But e-mail can be very impersonal and misunderstandings can easily arise. So if personal contacts use the phone or have face-to-face meetings.

The Web can be a real marvel. It consists of pages of linked information. If you run a building company one of your suppliers might have a Web site detailing its products. By clicking on links you can first choose timber supplies, then check that the company has the specific type of timber you need in stock.

For professionals the Web, linked with search engines that index the Web, can prove an invaluable research tool, but it can be slow.

The value of the Web in

general can be overstated for business but the ability to research and get information is most important. It really is information at your fingertips instead of getting on a bus to a specialist library," says Jonathan Bulkley, general manager of AOL in the UK. "If you need a government statistic or a filing paper or some information on the oil business, odds are you will find it stored electronically and usually available at no cost." And, says Mr Bulkley, while finding that information on the Web might take some time, it is usually still quicker than "traditional methods".

But the Web can also have a proactive role. "It is the Web's marketing and communication ability that especially important for small business," says Richard Woods, corporate communications consultant at UUNET UK. "A small company can get a Web site for a few hundred pounds a year. With that they can expose their products and services to a wider audience particularly internationally."

The Web can be a useful place for business intelligence, says Nick Gilbert, news editor of *Internet World*. "If you need information on your competitors, now that so many companies have their own pages, the Web can be a good place to look. You can also pick up a lot of information from sites which offer good business resources. For example, the DTI has a web page that is quite helpful for small companies."

So how do you decide who to sign on with?

There are over 200 ISPs in the UK alone and there is not a whole world of difference between them," says Mr Gilbert.

The number of subscribers a company has can be useful

yardstick and some companies have higher-priced business services that do seem to offer a higher level of service. He says, in general he suggests checking out the company's record on service with colleagues and in magazines. Setting up with a decent supplier is important as your e-mail address is usually tied to the supplier. So if you decide you have to part company with them you will have to change your e-mail address, which could be a costly and time-consuming business.

Gail Robinson, editor of *Internet Magazine*, says it is worth making the distinction between Internet service providers and online providers which major on providing their own content as well as access to the Internet. "As far as relevant content for a small business goes, CompuServe is pretty impressive and they have the largest subscriber base in the UK. AOL is also pretty good in this area too. The likes of CompuServe and AOL also have good set-up software which makes it easier to configure for a non-technical user. The down side of these services is that they tend to charge more for their services than straight access providers.

"As far as straight Internet access goes, look at features such as cost per month for unlimited access, quality of software bundled, the technical support hours. And give them a call before you subscribe so you can see how they handle customers. *Internet Magazine* publishes a list of access provider performance tests every month."

For many businesses the Internet will rapidly become as important a business tool as the telephone or the post. It is worth spending a bit of time researching who you will put your business with.

"We have seen a very big increase in portables used as desktop replacements in the last few years," says Robin Stiff, portable product marketing manager at Digital. One reason

You might not have thought of it but a portable computer could offer you a lot of benefits if you are setting up an office.

"If you are working for yourself then time is money," points out Andy Bass, assistant general manager for marketing at Toshiba. "If you are ever away from home you have to work out how much a portable would be worth to you."

But the benefits of owning a portable are not just confined to the idea of tapping away on the train. There is more flexibility in general.

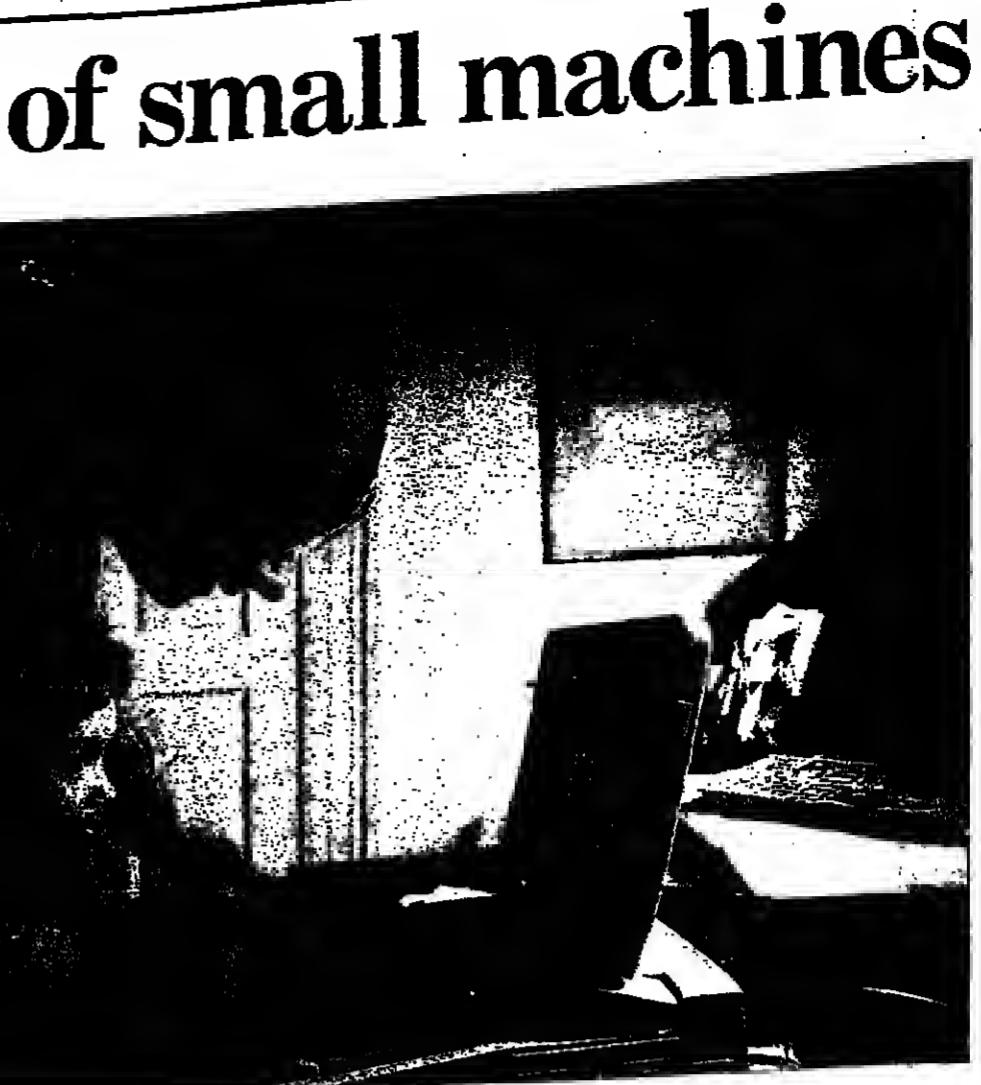
"The flexibility a portable offers means you can use your computer in more than one location," says David Matthews, senior product manager for Compad portables. "If you are a marketing or sales person or someone like that, you can use it to demonstrate and do presentations."

Another huge benefit is size. Almost by definition one of the main problems people have setting up an efficient home office or a small office for their business is finding space for all the equipment they need. Portable computers can be a real boon. In one tiny unit you have the monitor, keyboard and the whole processor unit. You get all three in a space smaller than you would fit the monitor alone.

"If you have a study in your home that you use as an office a big computer may clutter up the place," says Mr Bass. "The ability to put the computer away in a drawer when people are coming to visit can be very satisfying."

And people are turning to portables. Research company The Gartner Group estimates that one in five personal computers sold today is a portable.

There are ergonomic down sides to portables. The screens can still be difficult to use, keyboards can also be imperfect. Both of these can be remedied. All portables have sockets to



Portable computers offer flexibility and the chance to save space in a small or home office

portables have started to find favour as screen sizes have steadily increased, making them much more readable.

One add-on you will probably want is a mouse. But many portables only have one port for connecting either a keyboard or a mouse. If you want to use both you could be scuppered.

All manufacturers make machines with built-in CD-Roms and sound systems. You may pay a little more for them than for these features in "traditional" machines but not a lot.

"Portables are a lot more integrated than before," says Mr Matthews. "You can pretty much get any configuration of machine you need to suit your needs. You do pay quite a premium for a portable. It can cost over double

the price of a comparable machine. It depends on circumstances. You have to look at this as part of your overall business costs. A portable can be a very cost-effective investment. You have to get the right equipment for your business, but you should be able to find a cost-effective tool to do the job you need."

However, you can get a good portable for £1,500. Many features, like voice/data modem functions, can be added easily via a PCMCIA card which goes into the little slot in the side of your portable.

The problems with portables breaking and being stolen are legitimate concerns, says Mr Matthews, but with so many small business premises getting burgled anyway, portables offer one last benefit. "At least you can sleep with your portable under your pillow."

The all-in-one answer to office equipment woes

Sara Bean

Until recently, you needed separate devices for printing, faxing and copying, all of which cost money and took up valuable space. But because printers, faxes and copiers are all based on the same technology, isn't it logical to combine them in one machine? There is now a proliferation of new "all-in-one" devices, ranging from combined fax/printers/scanners, to copiers which can double as colour printers.

Manufacturers are falling over themselves to come up with the ideal combination machine, but going for the "all-in-one" or "multifunction" solution means that at least one of the functions is a disappointment. So before you choose anything, decide on your priorities.

Do you want a fax machine with printer add-ons, or a printer which doubles as a low-end copier/fax? If you're after a fax-based machine, first check out the transmission speeds. The entry-level fax transmission speed is currently 9,600bps (bits per second) but faster 14,400bps

drum and toner, are more expensive to buy but provide higher quality print and are suited to more demanding applications. Print speeds for inkjet range from 2ppm to around 8ppm (pages per minute), while the average speed of an "all-in-one" laser model is 10 to 20ppm.

If your main priorities are copying and printing, a machine with a flat-bed scanner, which allows you to copy from books, is a must. Most fax-based models only offer "convenience copying", meaning you can only scan separate pages. Currently, the flat-bed fax/copyer/printer is quite rare, though new machines are expected soon. At £2,350, plus £499 for a printer interface, Ricoh's MV310 isn't cheap, but it offers 10ppm copying with a flat-bed scanner, laser printing and faxing.

The Brother MFC9000 is a good example of a fax/printer with "convenience copying". For £949 you get a fast, 14,400bps fax modem, a 200-sheet paper tray and 600 x 600dpi laser print resolution. Laser printers, which use a

For low-cost copying/printing, look at the Hewlett Packard Officejet Pro 1150C. At £699 this inkjet printer/copier has a flat-bed scanner and offers a print quality of 600 x 600dpi in black and white and 600 x 300dpi in colour.

Alternatively, Toshiba's TF-461 (£649), is a colour-capable fax/printer with a large, 35-page fax memory, even though it doesn't have a flat-bed scanner.

Whatever model you buy, it is very important to take out a good warranty. An all-in-one machine is cheaper to buy and means you only have to pay for one set of consumables, but it does mean all your eggs are in the proverbial basket. If it breaks down, you can wave goodbye to all your fax, copying and printing functions. Most suppliers should be able to offer a warranty which promises an engineer visit within a stipulated period and includes a loan machine should yours need to be taken away.

Sara Bean is Editor of *'What to Buy for Business'*

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Now's the time to get mobile

If you are looking for a mobile phone for your business you have never had more choice. It is as if someone has been feeding the mobile phone industry steroids.

Where a year or two ago the idea of a mobile phone in a green case was an exciting innovation, there is now nothing that the mobile phone cannot do.

With penetration in some markets reaching 50 per cent of the adult population, the manufacturers have finally realised that the one-size-fits-all approach just won't wash any more. So phones now have to either look good, have clever functions or both.

One of most talked about phones in recent months is the Philips Genie, due to arrive in the shops next month priced at under £250. This tiny little phone with its unique pop-down microphone is claimed to be the smallest GSM phone on the market. It also has a battery life of up to 22 days (admittedly with a larger than usual battery) and most impressively it has a little bit of voice recognition built in. While you cannot say to it "reduce the ringer volume by 50 per cent", you can still hit a button and say the name of the person you want to dial. This works well on the street where fiddling around with tiny buttons is a pain, and it is invaluable in a car.

The voice control system is not new but using it in such a tiny phone is claimed to be a first. Other manufacturers, notably Motorola, are not far behind.

The Genie also includes an organiser with "to do" list and the usual bits and pieces. There are now dozens of organiser-type phones either on the market or just about to hit the shops.

Sharp has been showing a phone, jointly developed with Alcatel, that uses a pressure-sensitive screen instead of dialling buttons. While this makes the phone a little bit clumsy for ordinary use it makes it ideal for all the other tasks it is asked to perform.

Using the data-carrying capacity of the GSM network it takes just a couple of taps on the screen to send or receive a fax or an e-mail.

Nokia pioneered this approach last year with its Communicator but that product is too bulky and too heavy for many consumers. The e-Smart/Alcatel phone, due out later this year, is the same size

A mobile phone can be vital to stay in touch with your business. Steve Homer reports on the ever-increasing variety available



On call: Armed with a mobile phone you need never be away from your business

as a conventional GSM phone.

Another small but significant innovation is the Nokia 3110. While many companies are introducing phones with what seems like dozens of extra function buttons, Nokia has

gone back to the drawing board and re-engineered its basic phone design. The 3110 is only a handful of cities have operational PCS networks – so this is still early days. But for some transatlantic travellers these new phones will prove a godsend. Motorola says its phone should be available later this year.

One other type of dual-mode phone that looks interesting is the GSM/DECT phones. DECT is a standard for cordless phones. It is starting to take off in office systems, with wireless private exchanges using DECT becoming very popular. The dual-mode phones work when they are in the office but when you go outside, as the DECT signal weakens, the phone automatically switches into GSM mode. There are no simple systems yet for the Soho

market, but keep your eyes open.

A rather neat innovation for the dedicated road warrior is the phone-in-the-computer data set-up. At least four companies are launching tiny phones that slot into the PC card slot on the side of a laptop computer. These phones are aimed at the GSM data user.

The idea is straightforward. With so many people these days using their portable computers to access e-mail and so on, while out making business calls, why not design a "phone" specifically for them? The phones in question are certainly not ideal as a substitute for a phone in your pocket. They can only be used when they are physically plugged in to the computer so carrying them around can be impractical. They really are intended to be used alongside a different phone in your pocket. The additional microphone and earpiece connections for most people will never be used.

The first to arrive were the GSM/DCS 1800 phones. These use the GSM digital signalling system, as used by Cellnet and Vodafone, and can use the DCS 1800 system, also called PCS, as used by Orange and One 2 One. As there are, in most international markets, systems yet for the Soho

Hagenuk is selling a rather nice little phone which has no external antenna. While this might sound like a trivial departure, it makes quite a difference.

Anyone who has used a mobile phone will tell you that the antennas are for ever getting caught up in coat linings, getting bent and/or falling off. Perhaps more important is that the lack of an external antenna on the nicely styled Global Handy has allowed radiation absorption rates to be reduced by up to three to six times, according to the company.

If you think things are complicated now be warned things are bound to get more complicated still. At least half a dozen companies have announced they are getting into the mobile phone business. One to watch could well be Acer. This Taiwanese company is one of the giants of the computer industry with a reputation for well-engineered products.

For the Sobo user, the choice of mobile phone is complicated, but the variety available will continue to grow.

small office, home office

Make the phone work for your business needs

Steve Homer

Time was when you bought a telephone and rented a line and you were either on the phone or you weren't. Things have changed.

Probably no aspect of communications is so overlooked by small business as sophisticated phone usage. At the most basic level, even a private line now has so much flexibility that it can act as your own switchboard. Added to that, special numbers, such as freephone numbers and local call rate numbers, are within the grasp of any business.

"The flexibility of the modern telephone system means that even the smallest business can vastly increase its effectiveness at a minimum cost with a little careful thought," says Brian Mackow-McGuire, BT business solutions marketing manager.

With your telephone today,

probably the only golden rule is that you don't want a potential customer or contact to get to the busy tone when they ring you. At the most simple level you have a choice of call waiting or using two telephone lines.

"Some people are more comfortable with a phone ringing, some people prefer a beep in their ear," says Mr Mackow-McGuire.

Call waiting works by letting you know a second person is ringing you when you hear a quiet "ring". You ask the person you are talking to to hold on and you check who it is.

Until recently a problem with the system was that if you ignored the second caller you could not divert them to an answering service. This is now changing and you will soon be able to divert to BT's Call Minder answeringphone service on most exchanges.

If you have two phones you can set up the lines so that if you are engaged talking on one line the call will divert to the other (often a fax line) and you will pick up the call there.

Another benefit of freephone and other special numbers is that they are not linked to any specific location.

Freephone numbers allow you to have a virtual presence on and be on an even keel with

people much larger than yourself," says Mr Niss. "And not only does it make you look bigger, if a customer is upset with you they are more likely to be happier if they are not footing the bill for the call. The way in make money is to sort out those problems fast and keep the customers coming back."

Then there are other types of phone number that are equally unexpectedly cost effective. Local-rate call numbers, national-rate numbers and even premium numbers are worth investigating for the small business.

Companies like Mercury do not connect up small offices directly (most of the business telecoms operators will not install fewer than 10-20 lines).

One place where open warfare is starting up between the phone companies is in the provision of specialised numbers.

You may have noticed BT spending a small fortune advertising its freephone service. This is because since June 16 existing freephone number users have been able to migrate, with their numbers, to companies like AT&T. Why is this an issue for small companies and sole traders? Because freephone and similar services are not nearly as expensive as you think.

BT will charge you £1.56 per quarter if you just receive on average fewer than five calls a day. However, it pays to shop around. AT&T offers an 0800 number for just £100 per year with incoming calls charged to you at just 5 to 10p depending on time of day. "Less than 3 per cent of UK traffic is freephone compared with some 40 per cent of calls in the USA," says Shawn Niss, freephone marketing manager at AT&T. "If you can get 10 more calls a month on a freephone number and get one sale out of them that will be a revenue-generating service."

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Freephone numbers allow you to have a virtual presence on and be on an even keel with

customers pay somewhere in the region of 30p a minute for calling you. But if you are a consultant working for big firms they may well not begrudge the small premium they pay for getting hold of you quickly. Premium-rate numbers are surprisingly cheap to set up and can provide a good source of revenue.

Finally there are lots of other facilities offered by the various companies for slightly more sophisticated call-handling services where calls can be diverted between phones. The bottom line is that you should spend a bit of time thinking about your phone service before you settle into it.

"You want to look like a very competent company which means you want to look bigger than you are," says Brian Mackow-McGuire. "In order to not compete on price with your competitors you want to differentiate yourself on customer service or flexibility so customers continue to come back to you or come to you in the first place."

All in all, while the phone is now a much more complicated business tool it certainly can be a more productive one.

Making the right choice

Simon Rockman

Battery life is the single most important criterion for choosing a mobile phone. Most mobile phones are so good today you can scrape by for a day even with quite heavy

usage, but it's wise to buy something which will easily handle your power consumption.

However much you think you will use a mobile phone you are wrong. Nearly everyone uses them more than

they think they will. The most important thing to look at, for anything other than an emergency phone, is the talk time. Research conducted by What Mobile magazine showed that phones with longer standby times were soon outclassed by

those with the long talk times once they were used in an everyday environment. Quoted standby times rely upon network features and conditions which are rarely encountered. Talk times are overly optimistic but less so. If you are going to rely on a phone for your business you need something which won't go flat in the middle of an important call.

This pretty much means buying a phone which is either heavy, or which uses a Lithium Ion battery. Lithium Ion is newer and significantly more expensive than Nickel Metal Hydride – which has now taken over from Nickel Cadmium as the mainstream battery technology. It's more expensive phones which offer Lithium Ion and these tend to be the ones with the best screens.

This is the second most important consideration. If you are used to a desk phone with no screen at all then a five-line display may seem excessive. One line seems luxurious. But mobile phones are different. You program them. You want to enter names and numbers for the people you call, and because all digital mobile phones show you the number of the person who is calling, the people who call you. It's much more useful to have a phone show the name of the person calling than the ridiculous eleven-digit numbers we have in the UK. The bigger the screen the more you can do with the phone, if you are a pager user the phone can easily take over that function, the mobile phone Short Message Service is more reliable than pagers because messages wait until you are in coverage and the phone is switched on to be delivered.

Phones with Lithium Ion batteries and a good screen include the Nokia 8110, Motorola Slimline, the excellent Sony Z1 (probably the easiest phone there is to use) and the tiny Motorola StarTAC. All of these phones are at the top end of the mobile phone price scale; somewhere between £80 and £200 but as the typical business user will spend about £60 a month using the phone it is not a major part of the cost over the first couple of years.

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4. _____
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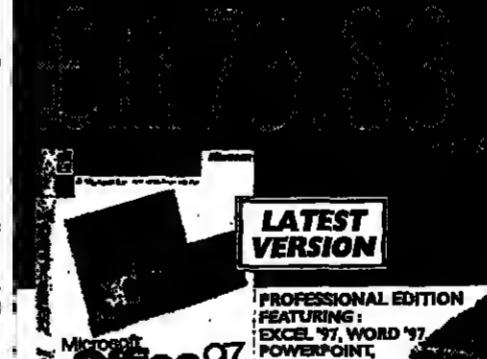
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• 3.0GHz High Performance IDE Hard Disk Drive

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• Data Express 53 Virge 3D 40Mb Graphics card

• Preview 14" 260x192 NL SVGA Colour Monitor

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• Microsoft Internet Mail 3.0

• Microsoft Internet Chat 3.0

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</div

Peslier loses ride on Arc winner

Racing

JOHN COBB

If Sunday's Irish Derby is starting to lose a little importance after the defection of Benny the Dip to Sandown and Peintre Celebre to Longchamp, the race still has heavy significance for Olivier Peslier. The Chantilly-based jockey has been claimed by Daniel Wildenstein to ride Louis Sauvage at the Curragh and thus misses the ride on the mighty Heliosis in the Grand Prix de Saint-Cloud. More significantly, it is likely to result in him being replaced as the Arc winner's regular rider.

Bruno Ridoux, racing manager to Heliosis's owner, Ente

rique Sarasola, confirmed that Cash Asmussen will take over on the colt's back and that the new arrangement is likely to become permanent.

"We don't think that it is fair to start chopping and changing riders with a horse of Heliosis's calibre," he said. "We have to take into account that Peslier is also very unlikely to be available in the Arc de Triomphe."

The Arc remains Heliosis's long-term target, and it is also the goal of Peintre Celebre, Wildenstein's Prix du Jockey-Club winner.

Heliosis will be using Sunday's Grand Prix de Saint-Cloud as a stepping stone towards extending his formidable record (seven wins from nine races) on his

first foray to Britain for the King George VI & Queen Elizabeth Stakes at Ascot on 26 July.

Louis Sauvage is a top-priced 7-1 for Sunday's race, in which Silver Patriarch dominates the betting after 12 horses were de-

RICHARD EDMONDSON
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clared at yesterday's acceptance stage, including three—Desert King, Johan Cruyff and Strawberry Roan—from the Aidan O'Brien stable that has sent out the winners of both Irish Classics so far this year.

With 6-1 the longest winning odds, the prize was reasonably achievable and resulted in a dividend of just £5,444.40 to a £1 stake. As David Hood, of William Hill, pointed out: "The SC accumulator paid over

Silver Patriarch, the Derby runner-up, pleased John Dunlop in his pre-Curragh gallop yesterday. "All went well," Dunlop said. "He did a nice piece of work and it is now absolutely all systems go for Ireland."

Punters looking for rather longer odds than the 11-10 available about Silver Patriarch were out in force yesterday chasing the Tote Jackpot at Warwick, where a carry-over of £43,193 tempted speculators to add another £42,305 to the pot.

With 6-1 the longest winning odds, the prize was reasonably achievable and resulted in a dividend of just £5,444.40 to a £1 stake. As David Hood, of William Hill, pointed out: "The SC accumulator paid over

8,682-1. This makes the Jackpot dividend look paltry. The pool was £879,499, but this was before the Tote sliced 29% (255,054) off for their deductions."

Rob Hartnett of the Tote, countered: "I will listen to such criticism the day that 426,305 £1 accumulator bets are placed on a mid-week Warwick meeting."

A rather more serious casualty at the meeting was punters' losing bets was Mark Rimmer. He suffered internal injuries after his mount, Irish Fiction, clipped the heels of another runner in the selling race and fell fatally, causing a pile-up. Rimmer was detained in hospital where he was described as conscious and comfortable.

Results, page 31

SALISBURY

2.30 KAWAII 3.00 GOLDEN ACE 3.30 Mr Sponge 4.00 Highly Prized 4.30 Dulcinea 5.00 Pointer

GONG: Good to firm. **STALLS:** Straight—far side; 1m 1f—stands side. **DRAW ADVANTAGE:** None.

COUPLES: The 3m 1f, 3m 2f. **SANDOWN:** Members 5-15; Turners 5-2; Course Enclosure 5-4; Stewards' enclosure 3m. Run private to course. **ADMISSION:** Members 5-15; Turners 5-2; Course Enclosure 5-4; Stewards' enclosure 3m. Run private to course. **WEDDING:** First 100 Bajaj Rose 6 (100). **WET WEATHER:** Last 100 Bajaj Rose 6 (100). **LONG-DISTANCE RUNNERS:** None.

2.30 EBB WEYHILL MADDEN STAKES (CLASS C) £5,000 added 2/20 furlies 5f

1 ALLASALA (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 2 DOUGIE (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 3 FLORAL PARK (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 4 FROLICKING (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 5 GALLY MILL (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 6 KERIKAN (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 7 PEGGY'S FANTASY (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11 8 TO LOVE WITH LOVE (GB) 8 11 CAPTAINING R (GB) 9 11 D. O'Neill 11

BETTING: 3-4, 6-7, 8-9, 10-11, 12-13, 14-15, 16-17, 18-19, 20-21 others. **GOING:** Good to firm. **STALLS:** Straight—far side; 1m 1f—stands side. **DRAW ADVANTAGE:** None.

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3.00 MARTIN CLAIMING STAKES (CLASS F) £3,300 added 1m

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3.

NATWEST TROPHY FIRST ROUND: Gloucestershire pair shatter records while first-class counties easily contain minor rivals

Scots sunk by Wright and Trainor

PHIL SHAW

reports from Bristol
Gloucestershire 351-2
Scotland 250-9
Gloucestershire win by 101 runs

A week earlier, when 25 wickets tumbled in a day and a half during the four-day game against Middlesex, the Nevil Road scoreboard had to shut down after blowing a fuse. Yesterday, as Gloucestershire piled on the runs – and the discomfit for Scotland – it was the record-keepers who were in danger of self-combusting.

The men responsible for their repeated burrowing in the history books were Tony Wright and Nick Trainor. The Gloucestershire openers, who have mustered a solitary half-century between them in the Championship, annexed 311 for the first wicket as the visitors were set 352 to win. The Scots fell 101 runs short, yet were anything but deflowered after a reply of 250 for 9 that included stylish innings by Mike Smith and Bruce Patterson.

Scotland, who have qualified for the World Cup finals in 1998 since Jim Love took over as coach, batted like an emerging nation until Tim Hancock belatedly tore through them to finish 6 for 58. Unfortunately they had bowled like a minor county, allowing Wright and Trainor to overcome a tentative start.

After scraping only 15 off the first 10 overs, they moved comfortably past a succession of landmarks. The 34-year-old Wright, who offered only one chance before falling in the final over, hit 177; his top score in one-day cricket was also Gloucestershire's best in the competition and the fourth highest by any player in the NatWest's various guises.

For Trainor, a 21-year-old Scot, his 143 was a career best. When the pair passed 165, they posted a Gloucestershire record for any wicket in the tournament. On reaching 270, their partnership became the best for the first wicket in NatWest history. They had just overhauled the highest tally for any wicket in the competition – 309 by Worcestershire's Tim Curtis and Tom Moody in the 1994 semi-final – when Trainor skied Peter Steinlind into extra cover's hands the 57th over, Wright soon followed in similar fashion.

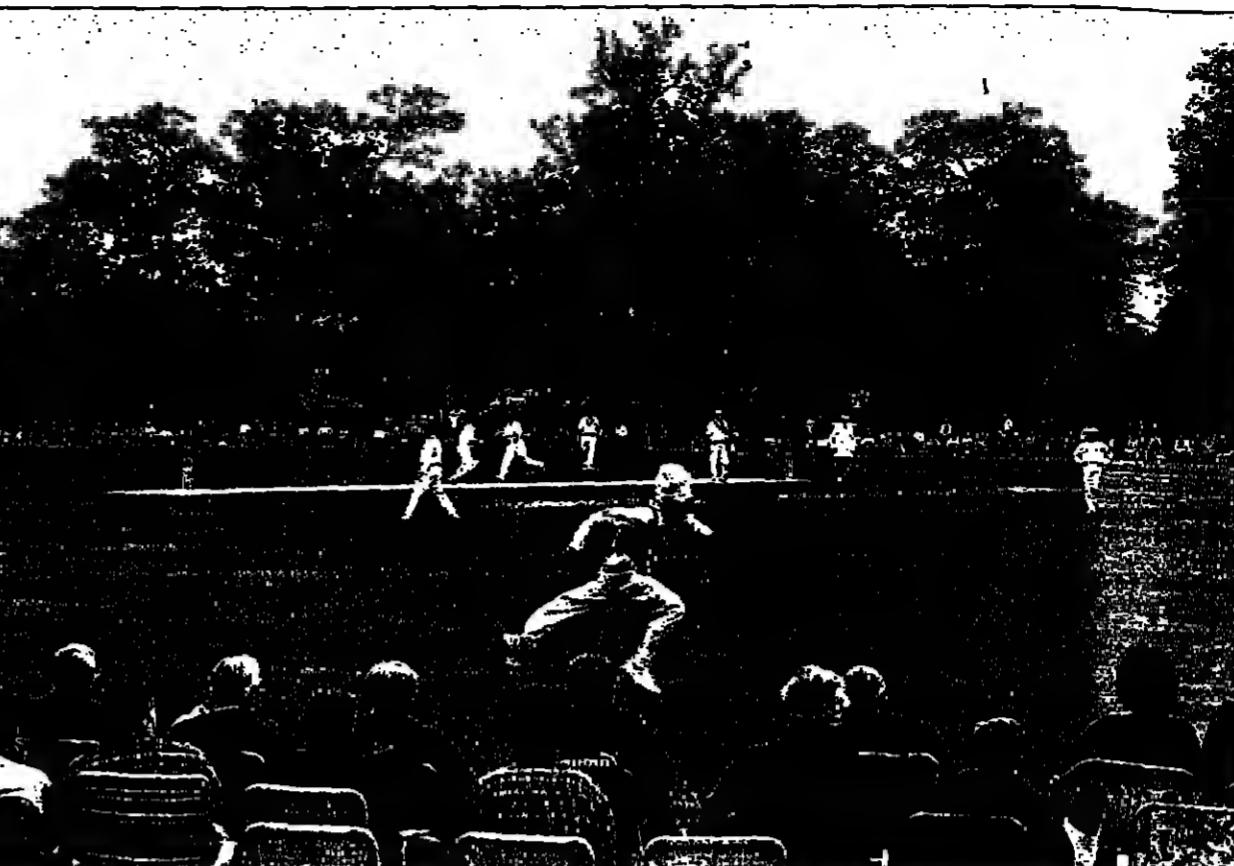
However, Scotland's early order had seen enough in a benign track to encourage some attractive stroke-making. Smith and Patterson put on 135 at more than four an over.

A brilliant leg-side stamping by Jack Russell eventually removed Smith, the first of Hancock's half dozen (another personal best). Love was unrelenting, though there was still time for another record. Scotland's total taking them past their competition best of 245 for 2 against Somerset five years ago.

First, they put Essex in, which may have been partly to ensure

that the game stretched into the early evening, and partly to give their attack the outside chance of embarrassing Essex. Although their bowlers did not manage it, Denzil Owen and Simon Stanway produced accurate first spells and did not allow Essex to run away with it. Owen, a jolly 41-year-old truck driver from Jamaica, wore an extraordinary white concoction on his head that would have been better suited to Ladies' Day at Ascot and apparently has Rastafarian associations.

From the southern end of this delightful ground, he bowled his



Head start: Buckinghamshire's Denzil Owen tries to cut off a shot from Nasser Hussain at Beaconsfield yesterday

Photograph: Robert Hallam

Rollins keeps Buckinghamshire at bay

HENRY BLOFIELD

reports from Beaconsfield
Essex 327-7
Buckinghamshire

The huge gulf between first class and Minor County cricket may not have been successfully bridged at Wilton Park, but Buckinghamshire emerged from their game against Essex with plenty of credit. They stuck to it in the field and for a time maintained a spirited reply.

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From the southern end of this delightful ground, he bowled his

first 10 overs for 40 runs at a brisk medium, while the captain, Tim Scriven, later helped with his orthodox left-arm spin bowled from round the wicket with a nice high action. Then, Andy Clarke, who has bowled for Sussex and Derbyshire, contributed some highly respectable leg-breaks.

With 10 overs to go, Essex were 220 for 5 and Buckinghamshire had every reason to be satisfied, not least with their excellent fielding, which included a fine catch at long-on by Richard Hurd. But then came Robert Rollins who, in a re-

markable exhibition of off and straight driving, hit seven sixes and three fours in making 67 not out off 26 balls and he took Essex well past 300. Owen's last two overs cost 41 runs.

Buckinghamshire's openers, Hurd and Matthew Bowyer, were not in the least daunted by the huge target or the reputation of the bowlers. They put on 43 good runs in 14 overs before Hurd drove Peter Such to wide mid-on. There followed a stirring stand of 74 in 13 overs between Bowyer and Neil Burns, who has come to Buckinghamshire by way of

Essex, Western Province and Somerset.

Bowyer is a lovely, upright stroke-maker, while Burns, who is left-handed, is more of an opportunist. Their stand peaked when they hit eight fours in two overs: three to Bowyer off Such and five to Burns off Ronnie Irani. They both perished shortly before tea and Keith Atherton, late of the West Indies, and currently of High Wycombe and Buckinghamshire, was fourth out, caught at deep cover soon after the interval. Buckinghamshire's challenge inevitably faded.

ADAM SZRETER

reports from Worcester
Worcestershire 336-6
Netherlands 225
Worcestershire win by 111 runs

A lazy day's cricket by The Sevens was shaken briefly from its slumbers by two men from Rotterdam who caused England more than a little concern in Peashawar last year.

Bas Zuiderent and Klaas Jan van Noortwijk put on 114 against Mike Atherton's team in the World Cup in Pakistan, a game which England only won thanks to a century by Worcestershire's Graeme Hick. Yesterday they fell four runs short of a century partnership and while it was always long odds against the Netherlands reaching their target they did at least put up a fight.

With his bright orange helmet glowing like a Belisha beacon, Zuiderent particularly caught the eye. He cut and drove handsomely, including violent straight sixes off Almugir Sheriar and Matthew Rawnsley. Van Noortwijk looked no less accomplished and it was a shame when he was run out for 25 after being called through for a risky single.

Zuiderent appeared to have put that error behind him and he moved on towards a well-merited century.

But on 99 his judgement of a run deserved him again and he was run out by Reuben Springer. Thereafter the batting gently subsided.

Earlier, Tom Moody, restored to full fitness after a recent virus, led Worcestershire's effort with 103 from 145 balls, including 14 fours, but it was not Hick's day. He drove lame at Moody's Western Australian team-mate Murray Goodwin – the Netherlands' overseas recruit – and was caught in the cow-ends by Dutch captain, Tim de Leede, for seven.

The Dutch bowling left a little to be desired although the former Somerset and Glamorgan seamer, Roland Lefebvre, put in a tidy spell. The wicket-keeper, Marcel Schewe, looked very capable and pulled off a smart run out by collecting Rob van Oosterom's throw from the boundary and scoring a direct hit on the stumps at the other end to see off Gav Haynes.

The Dutch by no means disgraced themselves but it is now almost 100 years since a team from the Netherlands led by Dr C J Gostuma met the MCC, led by Dr W G Grace at Lords. It would be nice to say they have come a long way since then, but they haven't really.

Smith augments major pounding of minor

DEREK PRINGLE

reports from Wisbech
Hampshire 321-4
Cambridgeshire 82
Hampshire win by 239 runs

A trip to Fenland can be a diverting business. The large horizons, interrupted by ditches, spires and warehouses, can disorientate and distance, like the difference between minor and first-class counties, ought to be measured in leagues. Certainly here, Cambridgeshire were not in the same one as Hampshire who crushed their hosts by 239 runs, the sixth heaviest defeat in the competition's history.

Minor counties live for days, if not results, like this. Each dreams of an upset that will give them their 15 column inches of

fame. But as neither an incubator of young talent nor a provider of vigorous competition (only three batsmen managed to stagger into double figures here), their role in the new Strategic Plan, announced on 5 August, must be under threat.

Before the England and Wales Cricket Board's inception last January, the Minor Counties' Association received £660,000 in hand-outs. Unless they can contribute in pushing talent up the pyramid towards the England team at its apex, it is hard to envisage such payments continuing.

Comprising largely of part-timers – their fastest bowler, Chris Whybourn, is an officer in the RAF, while their steadiest, Tim Smith, farms Llamas in Hertfordshire – the home side had little power in preventing

Hampshire's batsmen from taking the game out of their reach. On a sluggish pitch, Matthew Hayden, who scored 90, and Robin Smith nudged stroked through them to a second-wicket partnership of 176 runs. Returning from a back injury, Smith, whose 126 won him the match award, was comfortably the more domineering partner and despite conceding a 16-over start to the Australian, overtook him as each entered the 80s.

Hayden had clearly set himself the task of batting through the innings and his dismissal, caught and bowled by flying-fifer Whybourn with some eight overs to go, clearly ended it.

Of course, the home side might well have had something more feasible to chase had Brad Donelan, one of two pro-

fessionals – held on to a chance from Smith when the batsman was on two.

Until that moment, they had kept Hampshire on a fairly tight leash with some straight if paceless bowling from farmer Smith and Ajaz Aftab. It was not the only aberration, and two further catches and a Caribbean amount of extras helped the visiting side to distance themselves even further.

Faced with such an enormous task, the home side's response was predictably weak. Hampshire are not the bowling superpower they used to be when Malcolm Marshall tore in off 35 yards, but their adherence to the basics of line and length was too much for their opponents on this pitch as John Stephenson, the Hampshire skipper, ended by a career-best 5 for 34.

With three recent heavy defeats and no sort of batting form behind them, they desperately needed to bowl first on a pitch that bore a legacy of recent heavy rain; although it was nothing more malevolent than a slow, low seam, it demanded patience and positive footwork which Lincolnshire could not always produce.

But events proved otherwise and apart from the expected confirmation of Phil DeFreitas as captain for the rest of the season, there was nothing to suggest a county in turmoil as Lincolnshire were beaten by eight wickets. Indeed, in the en-

tire history of the competition, few sides can ever have had as many as 41 overs to spare.

Sadly, this meant only a late, modest flurry of excitement for a good sized crowd on a pleasant, well-organised and hospitable club ground. But the realists among the Lincolnshire side must have sensed that this was how it would be.

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The presence of low cloud cover on a humid morning completed their misfortune. De-

Freitas moved the ball around from a full length, Devon Malcolm scarcely needed a sighter to locate a good off-stump line and from a position of 62 for 7 there was no hiding place.

Mark Gouldstone grafted on the front foot for 46 overs, but Paul Aldred cleaned up the lower order by bowing very straight, whereupon Chris Adams made an unabated 71 from 44 deliveries which made it all look deceptively easy on this pitch.

Even he had one moment of fortune at two when a backfoot force of Simon Oakes skinned through cover's fingers. After that, he hit six fours and four sixes, putting the ball away with the ruthless air of a man with a point to prove. As he had just spent yet another innings drifting away from his specialist position in the slips, perhaps he had.

Derbyshire put troubles aside

MIKE CAREY

reports from Lincoln
Lincolnshire 116
Derbyshire 121-2
Derbyshire win by eight wickets

Until the first ball was bowled (or rather the coin tossed) yesterday probably seemed as good a time as any for a Minor Counties side with giant-killing aspirations to play Derbyshire, with their minds supposedly distracted by all the off-the-field traumas of the past fortnight.

But events proved otherwise and apart from the expected confirmation of Phil DeFreitas as captain for the rest of the season, there was nothing to suggest a county in turmoil as Lincolnshire were beaten by eight wickets. Indeed, in the en-

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Starting today

SECOND IN CHAMPIONSHIP (First day of three, 11.00 start): Essex (Middlesex 200-6) v Gloucestershire (Gloucestershire 199-6). Gloucestershire win by 101 runs.

THIRD IN CHAMPIONSHIP (First day of three, 11.00 start): Warwickshire (Warwickshire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Warwickshire win by 101 runs.

FOURTH IN CHAMPIONSHIP (First day of three, 11.00 start): Lancashire (Lancashire 199-6) v Kent (Kent 199-6). Lancashire win by 101 runs.

FIFTH IN CHAMPIONSHIP (First day of three, 11.00 start): Middlesex (Middlesex 199-6) v Leicestershire (Leicestershire 199-6). Middlesex win by 101 runs.

SIXTH IN CHAMPIONSHIP (First day of three, 11.00 start): Yorkshire (Yorkshire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Nottinghamshire win by 101 runs.

SEVENTH IN CHAMPIONSHIP (First day of three, 11.00 start): Derbyshire (Derbyshire 199-6) v Warwickshire (Warwickshire 199-6). Derbyshire win by 101 runs.

EIGHTH IN CHAMPIONSHIP (First day of three, 11.00 start): Lancashire (Lancashire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Lancashire win by 101 runs.

NINTH IN CHAMPIONSHIP (First day of three, 11.00 start): Middlesex (Middlesex 199-6) v Warwickshire (Warwickshire 199-6). Middlesex win by 101 runs.

TENTH IN CHAMPIONSHIP (First day of three, 11.00 start): Lancashire (Lancashire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Lancashire win by 101 runs.

ELEVENTH IN CHAMPIONSHIP (First day of three, 11.00 start): Warwickshire (Warwickshire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Warwickshire win by 101 runs.

TWELFTH IN CHAMPIONSHIP (First day of three, 11.00 start): Lancashire (Lancashire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Lancashire win by 101 runs.

THIRTEEN IN CHAMPIONSHIP (First day of three, 11.00 start): Middlesex (Middlesex 199-6) v Warwickshire (Warwickshire 199-6). Middlesex win by 101 runs.

FOURTEEN IN CHAMPIONSHIP (First day of three, 11.00 start): Lancashire (Lancashire 199-6) v Nottinghamshire (Nottinghamshire 199-6). Lancashire win by 101 runs.

FIFTEEN IN CHAMPIONSHIP (First day of three, 11.00 start): Warwickshire

Hingis and Co highlight the generation gap

Women's tennis is different from men's tennis and there is one school of thought that the cohesion and methodology of the distaff version makes it the greater spectacle. Certainly it is true to say that if a point gets as far as a successful service return in the men's game it qualifies as a rally.

Further differences involve the reportage. One caveat your noble observer receives from on high exclusively about the women's game is to avoid sexism. This is a silly excuse as how could anyone be chauvinistic about those sweet little girls in their pretty frocks?

Martina Hingis is finding that with the territory of No 1 come questions with little immediate pertinence to her game. These include weight, boyfriends but not, as yet, the weight of her boyfriends.

The Swiss miss hardly helped her cause yesterday by wearing a dress that appeared half a size too small and struggled to contain what the scamps in my form used to refer to as thunder thighs. The apparel also seemed to be cutting off the circulation to Hingis's racket arm as she toiled uneasily against a qualifier, Anne Kremer.

It would be easy to report that the woman from Luxembourg was playing her own nerves as much as anything else yesterday and this was a contest of Kremer's. Martina Hingis and her parents, who are Russian, have been wined and dined in the swankiest New York restaurants by agents seeking ink on a contract.

Since the early 1990s

Richard Edmondson watches the women do battle on court and finds the young ones victorious

versus Kremer, but that would betray the truth. Hingis was initially too static and too rusty on grass, and it took some time before the WD40 started working on the way to a 6-4, 6-4 victory.

Sunday morning fuzzyheads

should not be surprised, inci-

dentially, if they think they see

the world No 1 on Wimbledon

Common this Sunday morning

if she survives the first week.

Hingis plans metaphorically to

get back on the bike and actu-

ally get on a horse, despite the

fact it was an equine accident

that forced her out of the game

for six weeks earlier this year.

Hingis is operating in days

when the age of a good female

player appears to be the same as

a bad hand of pinochle.

She is 16, the same age as her former

junior rival Anna Kournikova,

who also won yesterday.

Kournikova, who is not the

ugliest figure on the tour, was up

against Chanda Rubin, 21, who

is no ogre herself. This factor

presumably explained why the

contest pitched up on Centre

Court, as their respective rank-

ings were none too dramatic.

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WIMBLEDON 97



Anna Kournikova on her way to victory over Chanda Rubin. Photographs: David Ashdown

YESTERDAY'S RESULTS

Men's singles

First round

Holder: Richard Krajicek (Netherlands)

G Raux (Fra) bt A Boetsch (Fra) 6-3 6-4

A Stolle (Swe) bt C Woodruff (USA) 6-2

P Haarman (Neth) bt S Lareau (Can) 6-1

M Woodforde (Aus) bt L Peas (Ind) 6-3

D Goch (Fra) bt B Elmwood (Aus) 6-1 7-6

W Ferreira (Sai) bt S Draper (Aus) 6-3 6-0

O Van Schuppen (Neth) bt R Fromberg (Aus) 5-7 6-4 3-6 6-1 6-4

M Norman (Swe) bt L Herremans (Mex) 7-6

C Poline (Fra) bt M Charpenter (Ang) 5-7

F Ritter (Swe) bt N Lapent (Ec) 7-5 6-1

F Ferreira (Sai) bt J Novak (Cz Rep) 6-3

J Knobelschild (Ger) bt J Delgado (GB) 6-4 6-2

G Raux (Aus) bt S Dresdel (Cz Rep) 6-7 6-3

B Rof (Cz Rep) bt J Vroek (Cz Rep) 6-1

A Huber (Ger) bt H Inoue (Japan) 6-3

C Martinez (Sai) bt K Habludova (Slovakia) 6-1 6-2

J Goh (Fra) bt J Delgado (GB) 6-4 6-2

D Goch (Fra) bt S Dresdel (Cz Rep) 6-7 6-3

J Knobelschild (Ger) bt J Delgado (GB) 6-4 6-2

E Alvarez (Sp) bt K Carlson (Den) 6-7 3-6

R Gilbert (Fra) bt J Tamayo (USA) 3-6 7-5

G Raux (Aus) bt M Philippoussis (Aus) 6-4 6-2

J Kermode (GB) bt M Rusedski (GB) 6-3 6-2

A Kermode (GB) bt M Rusedski (GB) 6-3 6-2

A Kermode (GB) bt M Rusedski (GB) 6-3 6-2

A Kermode (GB) bt M Rusedski (GB) 6-3 6-2

A Kermode (GB) bt M Rusedski (GB) 6-3 6-2

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The comeback man

Howard Kendall all set for third spell as manager of Everton, page 31

sport

Records tumble

NatWest Trophy

first-round reports, page 29

WIMBLEDON '97: British No 2 demolishes Philippoussis as Wilkinson joins in the seed-swatting by overpowering Bjorkman

Rusedski wins the battle of big guns

JOHN ROBERTS
reports from Wimbledon

 Greg Rusedski's coach, Brian Teacher, believes in the power of reverse psychology to the extent that when his protégé whipped the world No 2, Michael Chang, a few months ago his response was: "Jeez, you played a terrible match out there."

We trust that the coach's briefing after the British No 2 completed his demolition of Mark Philippoussis yesterday ran along the lines of: "You served like Sabatini, volleyed like Seles and returned like Amelia Earhart."

Unfortunately, Philippoussis may have ruined Teacher's play. "Greg's serve is probably the best I've returned against," the Australian No 7 seed said. "If he can serve that big in his other matches, who knows how far he can go. Good luck to him. He's going to have a good tournament."

The bookies are inclined to agree. Rusedski went into the first round duel of missile launching as a 33-1 shot with Hills for the title. Overnight, with the Briton leading by two sets and 3-1, his odds dropped to 14-1. After he secured the victory, 7-6, 7-6, 6-3, he was quoted at 12-1.

If this is going to be a Wimbledon for the outsiders, Chris Wilkinson is keen to make his presence felt.

Wilkinson, a 200-1 shot, had a stirring success against Sweden's Jonas Bjorkman, the No 17 seed, 7-6, 0-6, 5-7, 6-3, 6-4. Bjorkman, it may be recalled, eliminated Pete Sampras, the world No 1, in straight sets in the quarter-finals of the Stella Artois championships at Queen's Club less than a fortnight ago.

The British No 3 from Southampton, who arrived at the All England Club with a wild card, continued his habit of making a good impression. He reached the second round last year, having advanced to the third round in each of the previous three years.

Philippoussis won the Stella Artois, outscoring Goran Ivanisevic in the final, but Rusedski required only 14 minutes to wrap the match up yesterday, hitting six aces – four in one game, none of a second serve, and one to fin-

ish with an attacking flourish which typified his performance.

Rusedski delivered a total of 27 aces to the Australian's 14 and won 87 per cent of his first serve points and 70 per cent off his second serve.

"I don't feel like I outsmarted him. I think I outsmarted him on the serve," Rusedski said. "I think, definitely, he had more serves that were more powerful than mine in the match. We both hit 138mph, fair enough, but I think his average speed was probably higher than mine. But I placed it up, I didn't give him any rhythm on the returns. I was pleased that I served smarter at certain times, rather than harder."

Had he found it difficult to sleep on his overnight lead?

"I did," he said. "You never know what's going to happen next day. I would have liked to finish off yesterday. Mark was the one who at 2-1 asked if we could stop, and they said we were playing one more game, so I tried to get a break, and I did."

Rusedski viewed the Philippoussis match as an even bigger challenge than facing Sampras in the fourth round two years ago.

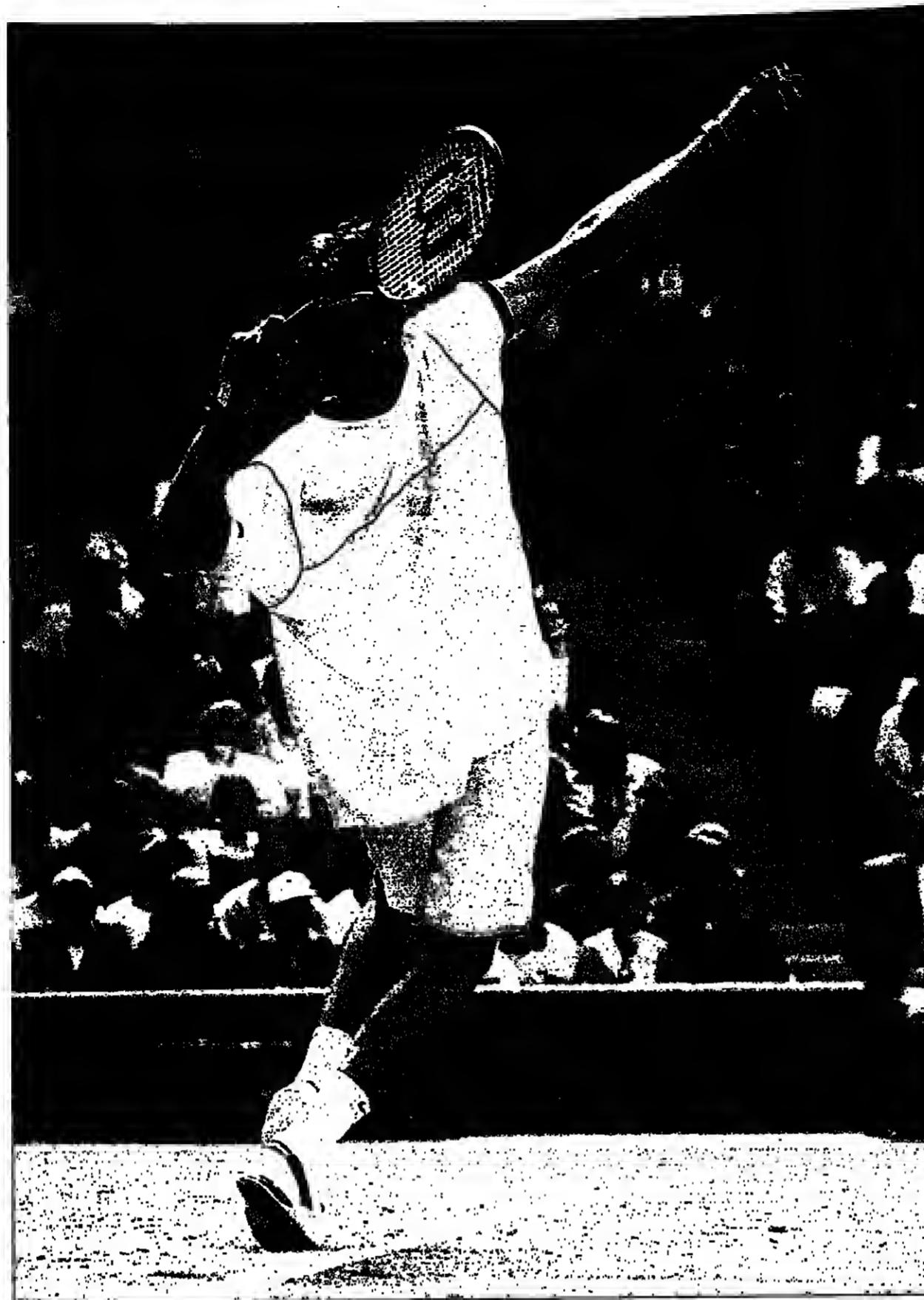
"Definitely," he said, "because it opens the draw up for me now. I mean, Philippoussis has just won Queen's, so he was definitely one of the favourites going into Wimbledon, because the Queen's champion usually does extremely well at Wimbledon."

Next up for Rusedski is the 26-year-old American Jonathan Stark, ranked No 58. Yesterday, Stark defeated the Frenchman Stephane Huet in five sets. "My next match is going to be very difficult as well," Rusedski said.

"Jonathan is another big server. I'm just trying to stay focused and in the present, and not getting ahead of myself, because if you get into euphoria too much you won't play well."

"I think I'll feel more sense of achievement when I'm done with Wimbledon this year. It's like Queen's. After I lost that semi-final to Ivanisevic, 20-18, I wanted to do better, and I did better at Nottingham. I'm not going to celebrate that until after Wimbledon, so I want to keep on going with the roll and keep on winning and trying to do my best out there."

"In my next match I'm going to need the same crowd support I had against Philippoussis. I was down 6-2 in the second set tie



Rear view: Greg Rusedski serves during his victory over Mark Philippoussis yesterday. Photographs: David Ashdown

break, I hit a kind of late return and it kind of went cross-court, which was nice, and the crowd's support really helped me out."

Wilkinson also had the crowd's backing as he fought through against Bjorkman. "It's certainly one of the best matches I've played at Wimbledon," he said. "It was tight, because in the beginning of that fifth set I had quite a few break points and I wasn't quite converting them. And then I played a tough game at 3-3, and I just had to hold on, really. He had break points. I double-faulted. I hit some big serves at the right times. But it was a very important game to win."

Happy Wilkinson appears to have settled his differences with David Lloyd, the Davis Cup captain. They had been at loggerheads since Wilkinson

criticised the importation of Rusedski by the Lawn Tennis Association in 1995. "There's no problem any more. David Lloyd has spoken to me and everything is fine."

Australia's Mark Woodforde, one half of the world's top doubles partnership (with Todd Woodbridge), is Wilkinson's second-round opponent.

Sampras eased into the tournament with a straight sets win against Sweden's Mikael Tillstrom, and Boris Becker did not experience even a twinge from his troublesome wrist as he swept past Marcos Gorriti, of Spain, 6-3, 6-2, 6-3. Michael Stich, who defeated Becker to win the title in 1991, prolonged his farewell to the lawns with a win against Jim Courier, the 1993 runner-up, 7-6, 7-5, 7-6.

More reports, results, page 30

YESTERDAY AT WIMBLEDON

 America's Kimberly Po becomes the first seed (No 13) to be knocked out

 Gustavo Kuerten, the French Open champion, trips up on grass

 Russia's 16-year-old Anna Kournikova makes an immediate impact



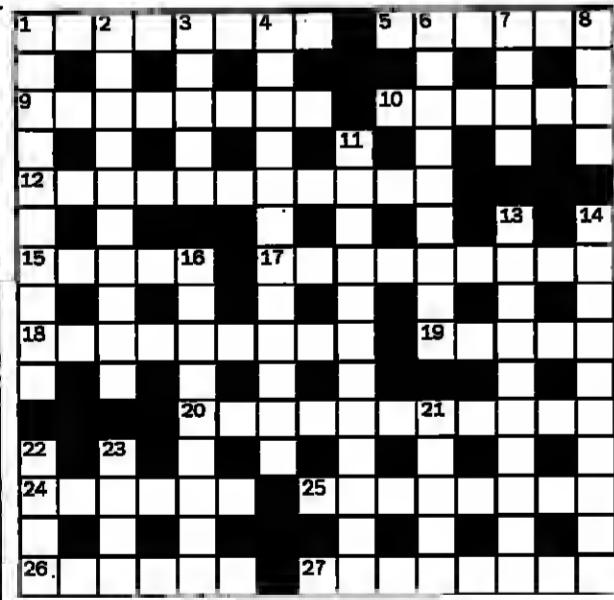
Chris Wilkinson on his way to victory yesterday

THE INDEPENDENT CROSSWORD

No. 3334, Wednesday 25 June

By Aquila

Tuesday's Solution



ACROSS

- Where striker must stand for increment (8)
- Long speech from canon on Sunday (6)
- Girl's marriage and separation (8)
- Tudors' woven woollen fabric (6)
- Broadcasting speaker he's a son of (11)
- Travelled round in a western show (5)
- Steering England's first Tory into disrepute (9)
- Early peripatetic teacher making total rise? (9)
- Composer's record announced (5)
- 20 This army jumper rides up! (11)
- 24 Setting place on motorway? (6)
- 25 Flush waterhole and stir (4-2-2)
- 26 Advanced team in a position to score (6)
- 27 This form of vertigo takes the breath away (8)
- 1 Current test of commercial enterprise (10)
- 2 Sad picture enlivened when this is thrown? (7-3)
- 3 Bond's computer? (5)
- 4 Air from it eventually leads to A flat we hear (4,8)
- 5 See scene of dramatic rourder? (9)
- 7 English in our time is enough for poet (4)
- 8 Guy with counterfeit note (4)
- 11 Bullying — mental matter possibly? (12)
- 13 Peer's going out with call-girl from the underworld (10)
- 14 I say! Earnest about temperature? That is puzzling (10)
- 16 Picnic in open (9)
- 21 Where senior men were held in a golf round? (5)
- 22 Doctor after morning rounds (4)
- 23 Unfortunately trapped in dismal assembly (4)

Rugby Union

CHRIS HEWITT
reports from Bloemfontein

Free State
British Isles

There was a downside, however. Will Greenwood, who looked a very hot property indeed at inside centre, was carried off unconscious following a heavy tackle from Jaco Coetzee and was rushed to hospital for a precautionary scan. His tour may well be over.

The tourists built up a 31-13

lead by the interval and although the Free Staters growled briefly at the start of the second half, they were never really at the races. With the Lions back-row triumvirate of Rob Wainwright, Neil Back and the brilliant Eric Miller in rampant form another hard-nosed South African pack was blown to the four corners of their own pitch. There was class outside, too, particu-

larly in the shape of Allan Bateman and his try-scoring performance at outside centre may well have earned him a place in this Saturday's second Test.

Early tries by Tim Stimpson

and Bentley knocked the Free

Staters back on their heels and when the hungry Newcastle wing left Stephen Brink for dead to score his second on 26

minutes, the Lions were 18

points to the good. Bateman

found his way on to the score-

board before the interval and

second-half strikes by Bentley, Neil Jenkins and Tony Underwood hoisted the tally over the half-century mark.

Free State 33, Bloemfontein 12. Penalties 3, Tries 3, Drop Goals 3, Try Conversion 3, Penalties 3.

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Wednesday 25 June 1997 Registered as a newspaper with the Post Office

Sanchez slaughters woeful Wood

GUY HODGSON

 When Clare Wood arrived for her post-match interview yesterday she hanged her head, which might have ended her singles career at Wimbledon, could not have been more appropriate. Some people go out of the All England Club on a high; her bruising parting located depths she did not.

Wood tried to find an epithaph just in case an impending operation on her right leg is not a success and she came up with: "Please give me a game." Yesterday on Centre Court her players were either not heard or completely ignored and she lost 6-0, 6-0 to the eighth seed

Ana Sanchez Vicario.

It was a 50-minute slaughter that was so grisly the BBC must have feared putting it on television before the 9pm watershed. "The Texas Chain Saw Massacre" was a less one-sided affair. As someone put it afterwards: "At least Clare disguised which was her weaker wing."

It was indicative of the Spaniard's concentration that she did not yield a fraction to allow her opponent a paltry souvenir.

"If you relax a bit the other player can start playing better," she said. "I tried not to give her any chance." Wood could only stand painfully and admire.

Karen Cross, from Exeter,

did rather better, becoming the

first British qualifier to win a

match in the main women's

draw since 1976 when she beat

the world No 44, the American

Linda Wild, 6-4, 6-2.

"It's the biggest result of my career," Cross, who is guaranteed £7,830, said. "It's my first win over someone in the top 100." She now plays another, Maria Sanchez Lorenzo, in the second round. "I hope I get one of the better courts. I'm the sort of person who will be nervous beforehand but I like having the crowd behind me."

Shirley Siddall, the British

No 3, might have followed her

when she led the four times

finalist in Grand Slam tournaments.

Helena Sukova, 5-2, she

could not grasp her chance

and it disappeared without trace

and she won only two more

games before succumbing 7-6,

6-1. Even one of those was only

grasped from love-40 down on

her serve.

Jamie Delgado and Luke

Milligan did not trouble their

opponents much either in their

resumed matches. Delgado

on the brink of defeat overnight

against Jerome Golmard and

fell over it immediately, losing

6-4, 6-2, 6-7, 6-2, while Milligan

also did not linger for long, suc-

cumbing 2-6, 7-6, 7-5, 6-2 to Ar-

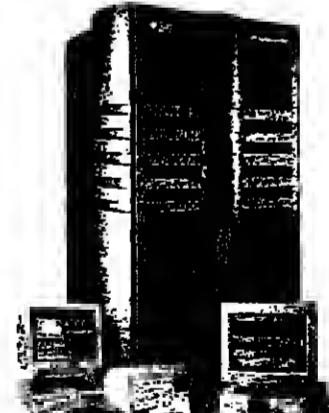
naud Clement. For both

Frenchmen it was a first win at

Wimbledon.

MORSE

Fat.



Thin.

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Patte old g

Stephen Vines

Chris Parker, the 1996 British Open champion, has signed a deal with Morse Computers to become their new brand ambassador. The deal, which will run for three years, will see Parker appearing in a series of television commercials and at various events throughout the year. Parker, who is a well-known figure in the world of professional snooker, is excited about the opportunity to work with Morse and help promote their products. "I'm really looking forward to this partnership," said Parker. "Morse are a great company and I'm sure we'll have a lot of fun together." Morse are a leading provider of computer server solutions and have a strong presence in the UK market. The company's products are used by a wide range of customers, from small businesses to large corporations. Parker's endorsement will help to raise the profile of Morse